



STIC Search Report

EIC 3600

STIC Database Tracking Number: 216390

TO: Naeem Haq
Location: Knox 5B05
Art Unit : 3625
March 6, 2007

Case Serial Number: 10/758885

From: Caryn Wesner-Early
Location: EIC 3600
Knox 4C29
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Search Notes

If a modification or re-focus of this search is needed, please let me know.

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STIC Search Results Feedback Form

EIC 3600

Questions about the scope or the results of the search? Contact **the EIC searcher or contact:**

Karen Lehman, EIC 3600 Team Leader
(571) 272-3496 Knox 4B68

Voluntary Results Feedback Form

➤ I am an examiner in Workgroup: Example: 3620 (optional)

➤ Relevant prior art **found**, search results used as follows:

- ☐ 102 rejection
- ☐ 103 rejection
- ☐ Cited as being of interest.
- ☐ Helped examiner better understand the invention.
- ☐ Helped examiner better understand the state of the art in their technology.

Types of relevant prior art found:

- ☐ Foreign Patent(s)
- ☐ Non-Patent Literature
(journal articles, conference proceedings, new product announcements etc.)

➤ Relevant prior art **not found**:

- ☐ Results verified the lack of relevant prior art (helped determine patentability).
- ☐ Results were not useful in determining patentability or understanding the invention.

Comments:

Drop off or send completed forms to EIC3600 Knox 4B68



? show files;ds
 File 347:JAPIO Dec 1976-2006/Nov(Updated 070228)
 (c) 2007 JPO & JAPIO
 File 350:Derwent WPIX 1963-2006/UD=200715
 (c) 2007 The Thomson Corporation
 File 371:French Patents 1961-2002/BOPI 200209
 (c) 2002 INPI. All rts. reserv.

Set	Items	Description
S1	562791	CONSUMER OR CONSUMERS OR REFERRER OR REFERRERS OR PATRON OR PATRONS OR CUSTOMER OR CUSTOMERS OR CLIENT OR CLIENTS OR PARTICIPANT OR PARTICIPANTS OR PARTICIPAT?R OR PARTICIPAT?RS OR - SHOPPER OR SHOPPERS OR INDIVIDUAL OR INDIVIDUALS
S2	529020	REFER OR REFERRAL OR REFERR??? OR REFERS OR REFERRALS OR SUGGEST??? OR SUGGESTIONS OR PROPOS??? OR RECOMMEND? OR REQUEST? - ??
S3	2766027	MERCHANDISE OR GOODS OR WARES OR ITEM OR ITEMS OR PRODUCT - OR PRODUCTS OR ARTICLE OR ARTICLES OR THING OR THINGS OR OBJECT OR OBJECTS
S4	422765	RETAILER OR STORE OR SHOP OR MARKET OR SUPPLIER OR MERCHANT OR DEALER OR VEND?R OR PROVIDER OR SELLER OR MERCHANTISER OR DISTRIBUTOR
S5	6137184	RESULT??? OR CONSEQUENT?? OR OUTCOME OR OUTCOMES OR ENSUE - OR ENSUES OR ENSUING OR FOLLOW??? OR GENERATE? ? OR GENERATING OR LEAD OR LEADS OR CAUS???
S6	70294	SALE OR SALES OR SELLING
S7	68216	INCENTIVE OR INCENTIVES OR BONUS?? OR REWARD??? OR BENEFIT OR BENEFITS OR AWARD??? OR PRIZE OR PRIZES OR GIFT OR GIFTS OR KICKBACK OR KICKBACKS
S8	3353	S1(5N)S2(5N)S3
S9	456	S4(10N)S8
S10	52	S7(10N)S5(5N)S6)
S11	0	S9(S)S10
S12	119907	S2 AND (S3 OR S4)
S13	6	S10 AND S12
S14	194	S7(S)S5(10N)S6)
S15	28	S12 AND S14
S16	1403535	IC=(G06F OR G06Q)
S17	24	S15 AND S16
S18	26	S13 OR S17
S19	26	IDPAT (sorted in duplicate/non-duplicate order)
S20	26	IDPAT (primary/non-duplicate records only)

20/3,K/2 (Item 2 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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0016290163 - Drawing available
WPI ACC NO: 2007-006328/200701
Internet multilevel marketing system using square group point system in all
internet multilevel marketing systems using recommendation rewards
Patent Assignee: JEONG Y H (JEON-I)
Inventor: JEONG Y H
Patent Family (1 patents, 1 countries)
Patent Application
Number Kind Date Number Kind Date Update
KR 2006047012 A 20060518 KR 200492583 A 20041112 200701 B

Priority Applications (no., kind, date): KR 200492583 A 20041112

Patent Details

Number	Kind	Lan	Pg	Dwg	Filing Notes
KR 2006047012	A	KO		1	

...multilevel marketing system using square group point system in all
internet multilevel marketing systems using recommendation rewards

Alerting Abstract ...Internet marketing system using a square group point
system in all Internet marketing systems using recommendation rewards is
provided to minimize seceded members by preventing generation of a victim
in advance and generate steady sales by keeping positive satisfaction
of all members through teamwork, as economical burden is removed by...
DESCRIPTION - When the member applied or recommended by an upper member
is generated, a main line is constructed in one line until...

...temporarily storing the member to the end of a main line in case that
the recommending member is an associative member and arranging the member
to the mail line in case that the recommending member is a regular
member. If the main line is completely constructed, the additionally
generated...

Title Terms.../Index Terms/Additional Words: MARKET ;

Class Codes

International Classification (+ Attributes)
IPC + Level Value Position Status Version
G06Q-0030/00 ...

20/3,K/5 (Item 5 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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0016135072
WPI ACC NO: 2006-666703/200669
Method for offering rewards according to agreement in network marketing
system
Patent Assignee: BIG NETWORK FO GLOBAL PEOPLE TO GIVE HAPPINES CO LTD
(BIGN-N)
Inventor: JUNG G M
Patent Family (1 patents, 1 countries)
Patent Application

Number	Kind	Date	Number	Kind	Date	Update
KR 2005110887	A	20051124	KR 200435844	A	20040520	200669 B

Priority Applications (no., kind, date): KR 200435844 A 20040520

Patent Details

Number	Kind	Lan	Pg	Dwg	Filing Notes
KR 2005110887	A	KO		0	

Alerting Abstract ...in the lower level of the member based on the level of a businessman. A **recommendation** allowance tool pays a part of the allowance paid to the businessman **recommended** by the member. A non-realized allowance tool pays a **reward** standard agreed by the tool. A repurchase allowance tool pays 25 percent of repurchase generated in each level based on the level of the member regardless of the **reward** standard. A **recommender** repurchase allowance tool pays 40 percent of the unlimited repurchase allowance of a **recommended** member to a **recommender** in case that the repurchase is generated in the level **recommended** by the member.

Title Terms.../Index Terms/Additional Words: **MARKET** ;

Class Codes

International Classification (Main): G06F-017/60

20/3,K/7 (Item 7 from file: 350)
 DIALOG(R)File 350:Derwent WPIX
 (c) 2007 The Thomson Corporation. All rts. reserv.

0015955768 - Drawing available
 WPI ACC NO: 2006-487435/200650
 Method for operating online franchise shopping mall of member shops and computer-readable recording medium recording program thereof

Patent Assignee: KOO H G (KOOH-I)

Inventor: KOO H G

Patent Family (1 patents, 1 countries)

Patent Number	Kind	Date	Application Number	Kind	Date	Update
KR 2005092227	A	20050921	KR 200417347	A	20040315	200650 B

Priority Applications (no., kind, date): KR 200417347 A 20040315

Patent Details

Number	Kind	Lan	Pg	Dwg	Filing Notes
KR 2005092227	A	KO		1	

Alerting Abstract ...fast dispersion of the member shops by distributing a shadow shopping mall to the member **shop**, assigning a member **shop** invitation right to the member **shop**, and helping each member **shop** select retail or reward sales for each order.DESRIPTION - An operator server receives/stores **recommender** information and member's personal information needed for opening the shopping mall of the member **shop** from a member **shop** computer(S10). The server opens the new shadow shopping mall regarding the **recommender** as a group head office, assigns the member as an operator of the shopping mall, and stores it(S20). The server supports an **article** sale procedure by exchanging the information for **goods** order, price settlement, delivery, and delivery confirmation with a buyer computer connected to the shopping mall(S30). If a **reward** sale **result** of the shopping mall reaches the predetermined **reward** sales for

entering a reward line, the server enters the shopping mall to a direct binary branch or an empty branch of a non-reward level for the recommender (S50).(c) KIPO 2006Image 1/1

Title Terms.../Index Terms/Additional Words: SHOP ;

Class Codes

International Classification (Main): G06F-017/60

20/3,K/26 (Item 26 from file: 347)

DIALOG(R)File 347:JAPIO

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07104019 **Image available**

METHOD AND SYSTEM FOR MEDIATING IN SELLING PRODUCT

PUB. NO.: 2001-331676 [JP 2001331676 A]

PUBLISHED: November 30, 2001 (20011130)

INVENTOR(s): KAWADA SHUICHI

APPLICANT(s): NEC CORP

APPL. NO.: 2000-147018 [JP 2000147018]

FILED: May 18, 2000 (20000518)

METHOD AND SYSTEM FOR MEDIATING IN SELLING PRODUCT

INTL CLASS: G06F-017/60

ABSTRACT

PROBLEM TO BE SOLVED: To introduce articles to be purchased when a customer structure an information processing system and to mediate in product sale to obtain a reward corresponding to the sale result of the products.

SOLUTION: The constituent factor of the information processing system inquired from a customer terminal 10 is analyzed and product information meeting the constituent factor is reported to the customer terminal; when the customer who refers to the product information makes a request to buy products through the customer terminal, a list of information showing a list of the product that the customer requests is outputted by a constitution support system 20. An electronic commerce system 30, on the other hand, receives the information on the list of the products requested for purchase from the constitution support system, follows a product selling procedure with the customer through the customer terminal, and records a history of the product sale.

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20/AN,AZ,TI/1 (Item 1 from file: 350)
DIALOG(R)File 350:(c) 2007 The Thomson Corporation. All rts. reserv.

0016307761
Reward determination method for use in computerized sales management system, involves processing received merchandise return transaction information

Original Titles:
Systems and methods for determining whether to offer a reward at a point of return

RETURN REWARDS

AVANTAGES DE RETOUR

Local Applications (No Type Date): US 2005672322 P 20050418; US
2005673566 P 20050421; US 2006331850 A 20060113; WO 2006US13431 A
20060411

Priority Applications (no., kind, date): US 2005672322 P 20050418; US
2005673566 P 20050421; US 2006331850 A 20060113; US 2006331581 A
20060113

20/AN,AZ,TI/2 (Item 2 from file: 350)
DIALOG(R)File 350:(c) 2007 The Thomson Corporation. All rts. reserv.

0016290163
Internet multilevel marketing system using square group point system in all internet multilevel marketing systems using recommendation rewards
Local Applications (No Type Date): KR 200492583 A 20041112
Priority Applications (no., kind, date): KR 200492583 A 20041112

20/AN,AZ,TI/3 (Item 3 from file: 350)
DIALOG(R)File 350:(c) 2007 The Thomson Corporation. All rts. reserv.

0016192443
Pricing by a registry comprises determining cost of recruiting candidate donors and their blood type, period of time during which donations are collected, and proceeds from the sale of products

Original Titles:

Transfusion registry and exchange network

Local Applications (No Type Date): US 2004586931 P 20040709; US
2004621196 P 20041022; US 200592420 A 20050329; US 2006412667 A
20060427

Priority Applications (no., kind, date): US 2004586931 P 20040709; US
2004621196 P 20041022; US 200592420 A 20050329; US 2006412667 A
20060427

20/AN,AZ,TI/4 (Item 4 from file: 350)
DIALOG(R)File 350:(c) 2007 The Thomson Corporation. All rts. reserv.

0016175344
Consumer incentive delivering method involves providing incentive determined by incentive-generating rule providing incentive preferentially to customer club member versus non-members, to customer

Original Titles:

Consumer incentive system and business method

Local Applications (No Type Date): US 2004841208 A 20040507; US

2004628385 P 20041116; US 2005280380 A 20051116

Priority Applications (no., kind, date): US 2004841208 A 20040507; US

2004628385 P 20041116; US 2005280380 A 20051116

20/AN,AZ,TI/5 (Item 5 from file: 350)

DIALOG(R)File 350:(c) 2007 The Thomson Corporation. All rts. reserv.

0016135072

Method for offering rewards according to agreement in network marketing system

Local Applications (No Type Date): KR 200435844 A 20040520

Priority Applications (no., kind, date): KR 200435844 A 20040520

20/AN,AZ,TI/6 (Item 6 from file: 350)

DIALOG(R)File 350:(c) 2007 The Thomson Corporation. All rts. reserv.

0016044072

Gaming network for use in lottery system, has controller determining outcome based on information within outcome record that is read from device, and dispensing value to player in response to determination of outcome

Original Titles:

Lottery and gaming systems with electronic instant win games

LOTTERY AND GAMING SYSTEMS WITH ELECTRONIC INSTANT WIN GAMES

SYSTEMES DE LOTERIE ET DE JEU COMPRENANT DES JEUX ELECTRONIQUES A

REVELATION IMMEDIATE

Local Applications (No Type Date): US 200544417 A 20050127; WO 2006US2433

A 20060123

Priority Applications (no., kind, date): US 200544417 A 20050127

20/AN,AZ,TI/7 (Item 7 from file: 350)

DIALOG(R)File 350:(c) 2007 The Thomson Corporation. All rts. reserv.

0015955768

Method for operating online franchise shopping mall of member shops and computer-readable recording medium recording program thereof

Local Applications (No Type Date): KR 200417347 A 20040315

Priority Applications (no., kind, date): KR 200417347 A 20040315

20/AN,AZ,TI/8 (Item 8 from file: 350)

DIALOG(R)File 350:(c) 2007 The Thomson Corporation. All rts. reserv.

0015435687

Consumer incentives delivering method involves comparing input identification to identification data, to determine consumer-customer club member with whom identification input is associated, based on banking transaction request

Original Titles:

Consumer incentive system and business method
Local Applications (No Type Date): US 2004841208 A 20040507
Priority Applications (no., kind, date): US 2004841208 A 20040507

20/AN,AZ,TI/9 (Item 9 from file: 350)
DIALOG(R)File 350:(c) 2007 The Thomson Corporation. All rts. reserv.

0015400223

Online communication method for selling goods such as accessories through network, involves providing content information association with agents stored in database, to user in response to request for content information

Original Titles:

VERFAHREN UND SYSTEM ZUM SAMMELN, TEILEN UND VERFOLGEN VON BENUTZER- ODER GRUPPENASSOZIIERTEM INHALT UBER EIN KOMMUNIKATIONSNETZ
METHOD AND SYSTEM OF COLLECTING, SHARING AND TRACKING USER OR GROUP ASSOCIATED CONTENT VIA A COMMUNICATIONS NETWORK
PROCEDE ET SYSTEME DE COLLECTE, PARTAGE ET SUIVI DE CONTENU ASSOCIE A UN UTILISATEUR OU A UN GROUPE PAR UN RESEAU DE COMMUNICATIONS
Method and apparatus for word of mouth selling via a communications network
METHOD AND SYSTEM OF COLLECTING, SHARING AND TRACKING USER OR GROUP ASSOCIATED CONTENT VIA A COMMUNICATIONS NETWORK
PROCEDE ET SYSTEME DE COLLECTE, PARTAGE ET SUIVI DE CONTENU ASSOCIE A UN UTILISATEUR OU A UN GROUPE PAR UN RESEAU DE COMMUNICATIONS
Local Applications (No Type Date): US 2003525905 P 20031126; US

2004481955 P 20040126; US 2004481957 P 20040127; US 2004521411 P 20040421; US 2004997121 A 20041124; US 200544544 A 20050126; US 200545164 A 20050127; US 2005112483 A 20050421; WO 2005US3400 A 20050127; EP 2005851146 A 20050127; WO 2005US3400 A 20050127
Priority Applications (no., kind, date): US 2003525905 P 20031126; US 2004481955 P 20040126; US 2004481957 P 20040127; US 2004521411 P 20040421; US 2004997121 A 20041124; US 200544544 A 20050126; US 200545164 A 20050127; US 2005112483 A 20050421

20/AN,AZ,TI/10 (Item 10 from file: 350)
DIALOG(R)File 350:(c) 2007 The Thomson Corporation. All rts. reserv.

0015306818

Content management method e.g. for music reviews involves adding requested content to content associated with viewer, based on content association request received from viewer

Original Titles:

Method and system for collecting, sharing and tracking user or group associates content via a communications network
METHOD AND APPARATUS FOR WORD OF MOUTH SELLING VIA A COMMUNICATIONS NETWORK
PROCEDE ET APPAREIL DE VENTE PAR BOUCHE A OREILLE PAR LE BIAIS D'UN RESEAU DE COMMUNICATIONS
Local Applications (No Type Date): US 2003525905 P 20031126; US 2004481955 P 20040126; US 2004481957 P 20040127; US 2004997121 A 20041124; US 200545164 A 20050127; WO 2005US13701 A 20050421
Priority Applications (no., kind, date): US 200544544 A 20050126; US 2004521411 P 20040421; US 2004997121 A 20041124; US 2004481957 P 20040127; US 2004481955 P 20040126; US 2003525905 P 20031126; US

200545164 A 20050127

20/AN,AZ,TI/11 (Item 11 from file: 350)
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0014650643
Business patronage increasing and/or generating method involves crediting point account of each member with predetermined number of points for referrals who patronize business and present member's referral card

Original Titles:

Method for generating and increasing patronage
Local Applications (No Type Date): US 2003470678 P 20030515; US
2004845796 A 20040514
Priority Applications (no., kind, date): US 2003470678 P 20030515; US
2004845796 A 20040514

20/AN,AZ,TI/12 (Item 12 from file: 350)
DIALOG(R)File 350:(c) 2007 The Thomson Corporation. All rts. reserv.

0014630872
Future real estate listing referral fee payment facilitating method for developer or builder, involves providing agreement that provides reduction of cost to purchaser in exchange for listing home with agent chosen by purchaser

Original Titles:

Business method for facilitating payment to developer or builder of referral fee for future real estate listing
Local Applications (No Type Date): US 2003426812 A 20030501
Priority Applications (no., kind, date): US 2003426812 A 20030501

20/AN,AZ,TI/13 (Item 13 from file: 350)
DIALOG(R)File 350:(c) 2007 The Thomson Corporation. All rts. reserv.

0014535985
Lottery ticket selling method for participating in game event, involves activating ticket at cash register to participate in game event and printing acknowledgement of activation of ticket printed on cash register receipt

Original Titles:

Apparatus and method for selling lottery tickets from a POS terminal
Local Applications (No Type Date): US 2003457800 P 20030326; US
2004805995 A 20040322; CN 200510056046 A 20050321
Priority Applications (no., kind, date): US 2003457800 P 20030326; US
2004805995 A 20040322

20/AN,AZ,TI/14 (Item 14 from file: 350)
DIALOG(R)File 350:(c) 2007 The Thomson Corporation. All rts. reserv.

0014200781

Method for offering advertisement and drawing lottery by using web pos system

Local Applications (No Type Date): KR 200242235 A 20020718

Priority Applications (no., kind, date): KR 200242235 A 20020718

20/AN,AZ,TI/15 (Item 15 from file: 350)

DIALOG(R)File 350:(c) 2007 The Thomson Corporation. All rts. reserv.

0013379444

On-line rental-purchase reward system to award prizes randomly when customer seals proposed contract in order to increase traffic at web sites

Local Applications (No Type Date): CA 2359088 A 20011015

Priority Applications (no., kind, date): CA 2359088 A 20011015

20/AN,AZ,TI/16 (Item 16 from file: 350)

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0013061374

Labour scheduling computer program for workforce management, involves effecting calculations and displaying cost of wages incurred by schedule of selected personnel.

Original Titles:

LABOUR SCHEDULING PROGRAM

ARBEITSEINTEILUNGSPROGRAMM

LABOUR SCHEDULING PROGRAM

PROGRAMME DE PLANIFICATION DU TRAVAIL

Labour scheduling program

LABOUR SCHEDULING PROGRAM

PROGRAMME DE PLANIFICATION DU TRAVAIL

Local Applications (No Type Date): WO 2002AU908 A 20020709; EP 2002747102

A 20020709; WO 2002AU908 A 20020709; AU 2002317627 A 20020709; WO

2002AU908 A 20020709; US 2004483316 A 20040608; ZA 20041045 A

20040209; AU 2002317627 A 20020709

Priority Applications (no., kind, date): AU 20016203 A 20010709

20/AN,AZ,TI/17 (Item 17 from file: 350)

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0011239527

Sale and configuration information provision assistance for development of insurance plans, involves generating customized proposal with customer data, description and estimated costs of preferred set of insurance plans

Original Titles:

System and method for providing configuration and sales information to assist in the development of insurance plans

Local Applications (No Type Date): US 1999172552 P 19991218; US

2000739448 A 20001218

Priority Applications (no., kind, date): US 1999172552 P 19991218; US

2000739448 A 20001218

20/AN,AZ,TI/18 (Item 18 from file: 350)
DIALOG(R)File 350:(c) 2007 The Thomson Corporation. All rts. reserv.

0011098527

Generating method for a receipt for the sale of a product producing receipt to be given to customer that is embodied in recordable digital storage medium

Original Titles:

DIGITAL MEDIA RECEIPT

RECU A SUPPORT NUMERIQUE

Local Applications (No Type Date): WO 2000US16117 A 20000612; AU

200056081 A 20000612

Priority Applications (no., kind, date): US 2000194576 P 20000405

20/AN,AZ,TI/19 (Item 19 from file: 350)
DIALOG(R)File 350:(c) 2007 The Thomson Corporation. All rts. reserv.

0010902064

Computer implemented method of processing sales leads by providing a database of lead requests and providing the lead exclusively to an appropriate user for a fixed period

Original Titles:

AUTOMATISCHES HINWEISVERTEILUNGS- UND -VERARBEITUNGSBESTATIGUNGSSYSTEM UND -VERFAHREN

AUTOMATIC LEAD DISTRIBUTION AND PROCESSING CONFIRMATION SYSTEM AND METHOD
SYSTEME ET PROCEDE AUTOMATIQUES DE REPARTITION DE CLIENTS POTENTIELS ET DE CONFIRMATION DE TRAITEMENT

Automatic lead distribution and processing confirmation system and method
AUTOMATIC LEAD DISTRIBUTION AND PROCESSING CONFIRMATION SYSTEM AND METHOD
SYSTEME ET PROCEDE AUTOMATIQUES DE REPARTITION DE CLIENTS POTENTIELS ET DE CONFIRMATION DE TRAITEMENT

Local Applications (No Type Date): WO 2001US5872 A 20010223; AU 200138670

A 20010223; EP 2001911140 A 20010223; WO 2001US5872 A 20010223; US

2000514997 A 20000225

Priority Applications (no., kind, date): US 2000514997 A 20000225

20/AN,AZ,TI/20 (Item 20 from file: 350)
DIALOG(R)File 350:(c) 2007 The Thomson Corporation. All rts. reserv.

0010864437

Providing electronic receipt for purchase having links to related information useful to holder of receipt by transmitting receipt via network to buyer's computer with primary purchase, completion of transaction, and hyperlink

Original Titles:

SYSTEM UND VERFAHREN ZUM SENDEN EINER ELEKTRONISCHEN TRANSAKTIONSQUITTUNG

ELECTRONIC TRANSACTION RECEIPT SYSTEM AND METHOD

SYSTEME ET PROCEDE DESTINES A L'ENVOI D'UN RE U CORRESPONDANT A UNE TRANSACTION ELECTRONIQUE

Electronic transaction receipt system and method

Electronic transaction receipt system and method

Electronic transaction receipt system and method

Digital receipt personal identification
Digital receipt generation from information electronically read from
product

Product registration using an electronically read serial number
ELECTRONIC TRANSACTION RECEIPT SYSTEM AND METHOD
SYSTEME ET PROCEDE DESTINES A L'ENVOI D'UN RECU CORRESPONDANT A UNE
TRANSACTION ELECTRONIQUE

Local Applications (No Type Date): WO 2001US3573 A 20010202; US
2000180102 P 20000203; US 2000236007 P 20000927; US 2001776567 A
20010202; US 2000180102 P 20000203; US 2000236007 P 20000927; US
2001776412 A 20010202; US 2000180102 P 20000203; US 2000236007 P
20000927; US 2001776420 A 20010202; AU 200134798 A 20010202; EP
2001906957 A 20010202; WO 2001US3573 A 20010202; US 2000180102 P
20000203; US 2000236007 P 20000927; US 2001776412 A 20010202; US
2002153160 A 20020522; US 2000180102 P 20000203; US 2000236007 P
20000927; US 2001776412 A 20010202; US 2002153146 A 20020522; US
2000180102 P 20000203; US 2000236007 P 20000927; US 2001776412 A
20010202; US 2002153157 A 20020522
Priority Applications (no., kind, date): US 2002153160 A 20020522; US
2002153157 A 20020522; US 2002153146 A 20020522; US 2001776567 A
20010202; US 2001776420 A 20010202; US 2001776412 A 20010202; US
2000236007 P 20000927; US 2000180102 P 20000203

20/AN,AZ,TI/21 (Item 21 from file: 350)
DIALOG(R)File 350:(c) 2007 The Thomson Corporation. All rts. reserv.

0010856922

Price protection and price comparison information obtaining method for
retail consumers, using computer communications technology

Original Titles:

METHOD AND APPARATUS FOR PRESENTING PRICE PROTECTION INFORMATION TO BUYERS
OF RETAIL PRODUCTS
TECHNIQUE ET DISPOSITIF DE PRESENTATION D'INFORMATIONS DE PROTECTION A DES
ACHETEURS AU DETAIL

Local Applications (No Type Date): WO 2000US42368 A 20001128
Priority Applications (no., kind, date): US 1999167987 P 19991130

20/AN,AZ,TI/22 (Item 22 from file: 350)
DIALOG(R)File 350:(c) 2007 The Thomson Corporation. All rts. reserv.

0008239696

Order receiving table used for entering sales results of company -
incorporates four minor tables under one major table with side price
provided to represent customer name etc.

Original Titles:

ORDER RECEIVING LIST

Local Applications (No Type Date): JP 1995326337 A 19951120
Priority Applications (no., kind, date): JP 1995326337 A 19951120

20/AN,AZ,TI/23 (Item 23 from file: 347)
DIALOG(R)File 347:(c) 2007 JPO & JPIO. All rts. reserv.

08883909
CUSTOMER INFORMATION COLLECTING SYSTEM, CUSTOMER INFORMATION COLLECTING
PROGRAM, RECORDING MEDIUM, AND CUSTOMER INFORMATION COLLECTION METHOD

APPL. NO.: 2005-094801 [JP 200594801]

20/AN,AZ,TI/24 (Item 24 from file: 347)
DIALOG(R)File 347:(c) 2007 JPO & JAPIO. All rts. reserv.

07605812
CONTENTS SELLING METHOD AND ITS SYSTEM

APPL. NO.: 2001-294633 [JP 2001294633]

20/AN,AZ,TI/25 (Item 25 from file: 347)
DIALOG(R)File 347:(c) 2007 JPO & JAPIO. All rts. reserv.

07512671
AUDITION SYSTEM AND SELLING METHOD

APPL. NO.: 2001-184033 [JP 2001184033]

20/AN,AZ,TI/26 (Item 26 from file: 347)
DIALOG(R)File 347:(c) 2007 JPO & JAPIO. All rts. reserv.

07104019
METHOD AND SYSTEM FOR MEDIATING IN SELLING PRODUCT

APPL. NO.: 2000-147018 [JP 2000147018]

? show files;ds

File 348:EUROPEAN PATENTS 1978-2007/ 200708

(c) 2007 European Patent Office

File 349:PCT FULLTEXT 1979-2007/UB=20070301UT=20070222

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Set	Items	Description
S1	690438	CONSUMER OR CONSUMERS OR REFERRER OR REFERRERS OR PATRON OR PATRONS OR CUSTOMER OR CUSTOMERS OR CLIENT OR CLIENTS OR PARTICIPANT OR PARTICIPANTS OR PARTICIPAT?R OR PARTICIPAT?RS OR SHOPPER OR SHOPPERS OR INDIVIDUAL OR INDIVIDUALS
S2	2489077	REFER OR REFERAL OR REFERR??? OR REFERS OR REFERRALS OR SUGGEST??? OR SUGGESTIONS OR PROPOS??? OR RECOMMEND? OR REQUEST? - ??
S3	1515850	MERCHANDISE OR GOODS OR WARES OR ITEM OR ITEMS OR PRODUCT - OR PRODUCTS OR ARTICLE OR ARTICLES OR THING OR THINGS OR OBJECT OR OBJECTS
S4	363711	RETAILER OR STORE OR SHOP OR MARKET OR SUPPLIER OR MERCHANT OR DEALER OR VEND?R OR PROVIDER OR SELLER OR MERCHANTISER OR DISTRIBUT?R
S5	1924162	RESULT??? OR CONSEQUENT?? OR OUTCOME OR OUTCOMES OR ENSUE - OR ENSUES OR ENSUING OR FOLLOW??? OR GENERATE? ? OR GENERATING OR LEAD OR LEADS OR CAUS???
S6	58573	SALE OR SALES OR SELLING
S7	316625	INCENTIVE OR INCENTIVES OR BONUS?? OR REWARD??? OR BENEFIT OR BENEFITS OR AWARD??? OR PRIZE OR PRIZES OR GIFT OR GIFTS OR KICKBACK OR KICKBACKS
S8	7160	S1(5N) S2(5N) S3
S9	1075	S4(10N) S8
S10	176	S7(10N) (S5(5N) S6)
S11	1	S9(S) S10
S12	357768	S2(S) (S3 OR S4)
S13	19	S10(S) S12 /
S14	44	S10(2S) S12
S15	181097	IC=(G06F OR G06Q)
S16	38	S14 AND S15
S17	1	S9(2S) S10
S18	19	IDPAT S13 (sorted in duplicate/non-duplicate order)
S19	19	IDPAT S13 (primary/non-duplicate records only)

19/3,K/6 (Item 6 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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01332040 **Image available**
PEER-TO-PEER AFFINITY-GROUP COMMERCE METHOD AND SYSTEM
PROCEDURE PORTANT SUR LES ECHANGES COMMERCIAUX PAR GROUPES D'AFFINITE ENTRE
HOMOLOGUES, ET SYSTEME CORRESPONDANT

Patent Applicant/Inventor:

SUMMER Robert D, 240 Central Park South, Apartment 14Q, New York, NY
10019 US, US, US (Residence), US (Nationality), (Designated for all)
DICKINSON Jon M, 8015 SE 31st Avenue, Portland, OR 97202, US, US
(Residence), US (Nationality), (Designated for all)

Legal Representative:

DICKINSON Jon M PC (agent), 8015 SE 31st Avenue, Portland, OR 97202, US
Patent and Priority Information (Country, Number, Date):

Patent: WO 200614295 A2 20060209 (WO 0614295)
Application: WO 2005US23119 20050702 (PCT/WO US2005023119)
Priority Application: US 2004585491 20040702; US 2004585492 20040702; US
NONE 20050701

Designated States:

(All protection types applied unless otherwise stated - for applications
2004+)

AE AG AL AM AT AU AZ BA BB BG BR BW BY BZ CA CH CN CO CR CU CZ DE DK DM
DZ EC EE EG ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KM KP KR KZ
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NA NG NI NO NZ OM PG PH PL
PT RO RU SC SD SE SG SK SL SM SY TJ TM TN TR TT TZ UA UG US UZ VC VN YU
ZA ZM ZW
(EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR HU IE IS IT LT LU LV MC NL
PL PT RO SE SI SK TR
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
(AP) BW GH GM KE LS MW MZ NA SD SL SZ TZ UG ZM ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 9186

Fulltext Availability:
Detailed Description

Detailed Description

... to those skilled in the art, there are many ways in which the basic
practice proposed by the present invention, as just above outlined, can
I 0 be implemented. That basic...

...an extensive bandwidth network of potential promoters of sales for a
very wide range of goods and services (including electronic media), the
promotions of 15 sales for which lead to peer member awards and
recognitions which in turn become incentives both for wider peer group
participation, as well as for wider ancillary goods and services
providers participation. In point of fact, implementation and practice of
the present invention...

19/3,K/7 (Item 7 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2007 WIPO/Thomson. All rts. reserv.

01300144 **Image available**
METHOD AND APPARATUS FOR WORD OF MOUTH SELLING VIA A COMMUNICATIONS NETWORK

**PROCEDE ET APPAREIL DE VENTE PAR BOUCHE A OREILLE PAR LE BIAIS D'UN RESEAU
DE COMMUNICATIONS**

Patent Applicant/Assignee:

BUYCOM INC, 85 Enterprise, Suite 100, Aliso Viejo, CA 92656, US, US
(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

MORGENSTERN Jared, 23411 Summerfield, Aliso Viejo, CA 92656, US, US
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US (Nationality), (Designated only for: US)
MATTHEWS Eoin, 23411 Summerfield, Aliso Viejo, CA 92656, US, US
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

BROOK Mitchell P (agent), Luce, Forward, Hamilton & Scripps LLP, 11988 El
Camino Real, Suite 200, San Diego, CA 92130, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 2005106744 A2-A3 20051110 (WO 05106744)
Application: WO 2005US13701 20050421 (PCT/WO US2005013701)
Priority Application: US 2004521411 20040421; US 2004997121 20041124; US
200544544 20050126; US 200545164 20050127

Designated States:

(All protection types applied unless otherwise stated - for applications
2004+)

AE AG AL AM AT AU AZ BA BB BG BR BW BY BZ CA CH CN CO CR CU CZ DE DK DM
DZ EC EE EG ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KM KP KR KZ
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NA NI NO NZ OM PG PH PL PT
RO RU SC SD SE SG SK SL SM SY TJ TM TN TR TT TZ UA UG US UZ VC VN YU ZA
ZM ZW

(EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR HU IE IS IT LT LU MC NL PL
PT RO SE SI SK TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) BW GH GM KE LS MW MZ NA SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 10880

Fulltext Availability:

Detailed Description

Detailed Description

... relevant third party subscribers and partner e-commerce retailers.

These strategies may include rewarding the referrer more for a closer
relationship to the purchaser, rewarding the referrer more for more
frequent referred sales, rewarding the referrer for frequent sales to
this user. The rewards may be in the form of points...

...redeemable after a certain balance is met. Rewards also may be issued by
the partner retailer and related to the products resold (i.e., an
ipodo sale referral may result in an Ipoe peripheral gift
certificate).

21

Upon triggering the reward mechanism 1210, a determination may be made
regarding whether the purchase was made at a partner retailer
(described above) or at another location (1215). If the purchase was made
at a partner retailer, records for the purchaser, referral, and
partner retailer may be updated (1220). This may include updating the
commission balance for the partner retailer. The updates may be stored

in a database 1 If a determination is made that the purchase was not made at a partner **retailer** or after the records have been updated, a reward strategy for the purchaser may be invoked (1225). This may include accessing a database 1 The purchased item may be then be added to the purchaser's purchasing history (1 23 0).

One...

19/3,K/8 (Item 8 from file: 349)
DIALOG(R) File 349:PCT FULLTEXT
(c) 2007 WIPO/Thomson. All rts. reserv.

01242811 **Image available**

**A CUSTOMER LOYALTY PROGRAMME AND A METHOD AND SYSTEM FOR OPERATING THE SAME
PROGRAMME DE FIDELISATION DE CLIENT, PROCEDE ET SYSTEME DE FONCTIONNEMENT
DE CE DERNIER**

Patent Applicant/Inventor:

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(Nationality)

Legal Representative:

ELLA CHEONG MIRANDAH & SPRUSONS PTE LTD (agent), Robinson Road Post
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Patent and Priority Information (Country, Number, Date):

Patent: WO 200550514 A1 20050602 (WO 0550514)
Application: WO 2003SG273 20031119 (PCT/WO SG03000273)
Priority Application: WO 2003SG273 20031119

Designated States:

(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)

AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ
EC EE EG ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK
LR LS LT LU LV MA MD MG MK MN MW MX MZ NI NO NZ OM PG PH PL PT RO RU SC
SD SE SG SK SL SY TJ TM TN TR TT TZ UA UG US UZ VC VN YU ZA ZM ZW
(EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR HU IE IT LU MC NL PT RO SE
SI SK TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) BW GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 5406

Fulltext Availability:

Detailed Description

Detailed Description

... a percentage of the customers' spending whenever purchases are made with merchants participating in this reward card system. Although the participating merchants benefit directly from the sales generated by customers referred to the merchants by the operator, the profits earned are shared between themselves and the...

...As with the loyalty card system, the customers are also limited to the types of products and services offered by the participating merchants. While the systems mentioned above have their merits...

19/3,K/9 (Item 9 from file: 349)
DIALOG(R) File 349:PCT FULLTEXT

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01224018 **Image available**
SYSTEM AND METHOD FOR REBATE MARKETING
SYSTEME ET PROCEDE DE REMISE

Patent Applicant/Inventor:

LEE Hong-Kyu, 102-1802 Taihwa APT., 416, Galsan-dong, Bupyeong-gu,
Incheon 403-080, KR, KR (Residence), KR (Nationality)

Legal Representative:

LEE Kyeong-Ran (agent), 502 BYC Bldg., 648-1, Yeoksam 1-dong, Kangnam-ku,
Seoul 135-081, KR,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200531624 A1 20050407 (WO 0531624)
Application: WO 2004KR2515 20041001 (PCT/WO KR04002515)
Priority Application: KR 1020030068338 20031001

Designated States:

(All protection types applied unless otherwise stated - for applications
2004+)

AE AG AL AM AT AU AZ BA BE BG BR BW BY BZ CA CH CN CO CR CU CZ DE DK DM
DZ EC EE EG ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KZ LC LK
LR LS LT LU LV MA MD MG MK MN MW MX MZ NA NI NO NZ OM PG PH PL PT RO RU
SC SD SE SG SK SL SY TJ TM TN TR TT TZ UA UG US UZ VC VN YU ZA ZM ZW
(EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR HU IE IT LU MC NL PL PT RO
SE SI SK TR
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
(AP) BW GH GM KE LS MW MZ NA SD SL SZ TZ UG ZM ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: Korean

Fulltext Word Count: 5096

Fulltext Availability:

Detailed Description

Detailed Description

... above, after the first reward(e.g., reward at the point of selling
30,000 products) is provided, the rebate marketing system 120 provides
the predetermined reward again to the beneficiaries(e.g., buyer, seller
, product recommender) included within the reward range when
reaching the following reward point(e.g., the sale quantity reaches
100,000). This reward process will be performed repeatedly until all
rewards at each reward points are provided to...

...course, it is apparent that the reward processes can be applied
independently to plural new products of one enterprise.

FIG. 4 is a flowchart of method for rewarding the product recommender...

19/3,K/13 (Item 13 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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01082629 **Image available**

A SYSTEM AND METHOD FOR INTERFACING A NETWORK OF SELLERS AND BUYERS
SYSTEME ET PROCEDE SERVANT A INTERFACER UN RESEAU DE VENDEURS ET
D'ACHETEURS

Patent Applicant/Assignee:

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AU (Residence), AU (Nationality), (Designated only for: US)

Patent Applicant/Inventor:

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(Residence), AU (Nationality), (Designated only for: US)
AYNSLEY Peter R, Suite 603, 4 Young Street, Neutral Bay New South Wales
2089, AU, AU (Residence), AU (Nationality), (Designated only for: US)
LEVITT Roger A, Suite 603, 4 Young Street, Neutral Bay, NSW 2089, AU, AU
(Residence), AU (Nationality), (Designated only for: US)
Legal Representative:
BALDWIN SHELSTON WATERS (agent), 60 Margaret Street, Sydney, NSW 2000, AU

Patent and Priority Information (Country, Number, Date):

Patent: WO 200406144 A1 20040115 (WO 0406144)
Application: WO 2003AU856 20030703 (PCT/WO AU2003000856)
Priority Application: US 2002189859 20020703

Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ
EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MA MD MG MK MN MW MX MZ NI NO NZ OM PG PH PL PT RO RU SC SD
SE SG SK SL SY TJ TM TN TR TT TZ UA UG US UZ VC VN YU ZA ZM ZW
(EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR HU IE IT LU MC NL PT RO SE
SI SK TR
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 20260

Fulltext Availability:

Detailed Description

Detailed Description

... In this embodiment, those sales based rewards are fully funded at the time of creation.

Referring particularly to Figure 8, an authorized individual 800 is enrolled to use the embodiment similarly to how a business member enrolls. Accordingly, that individual, upon purchasing goods and/or services from the participating merchant 250, initiates a similar series of transactions to that illustrated in Figure 1 between the merchant 250, the bank 260., and RFC 200. The end result of which is a sales based reward that is maintained by RPC 200 for that individual and which is fully funded by the balance held in the member rewards bank account. As the individual purchases other goods and/or services from merchant 250 @ or any other participating merchant the sales based reward available to be redeemed will accumulate, as will the balance in ...

...credit union, an insurance company, an investment house, a funds manager, an investment bank, a merchant bank, a finance 10. company, a building society and the like.

The:ftmds in the...

19/3,K/15 (Item 15 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2007 WIPO/Thomson. All rts. reserv.

00907106 **Image available**

**METHOD OF SELLING GOODS IN AN ELECTRONIC COMMERCIAL TRADE
TECHNIQUE DE VENTE DE MARCHANDISES DANS UN CYBERCOMMERCE**

Patent Applicant/Assignee:

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135-855, KR, KR (Residence), KR (Nationality), (For all designated
states except: US)

Patent Applicant/Inventor:

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(Nationality), (Designated only for: US)

HWANG Byeong-Do, 102-406 Hyundai Apt., Gil-dong, Kangdong-gu, Seoul
134-010, KR, KR (Residence), KR (Nationality), (Designated only for:
US)

Legal Representative:

PARK Kyungwan (et al) (agent), #615, KCAT Bldg., 159-6, Samsung-Dong,
Gangnam-Gu, Seoul 135-728, KR,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200241212 A1 20020523 (WO 0241212)

Application: WO 2001KR540 20010330 (PCT/WO KR0100540)

Priority Application: KR 200068770 20001118

Designated States:

(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)

AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE
ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KZ LC LK LR LS LT LU
LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR
TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: Korean

Fulltext Word Count: 31953

Fulltext Availability:

Claims

Claim

... of purchase database 2108 according to the
present invention. Member ID 2900, purchase date 2901, provider code
2902, article code 2903, and purchase price 2904 are linked with each
other and saved in purchase DI3 2108. In case that the article is not a
general material but substitution of cash such as gift certificate,
that the winner of drawing is decided following the termination of
selling purchasing tickets, and that the winner buy some articles of
which value is comparable or less than the prize, management of purchase
information about...

...should not exceed the prize. Business server system 2101 saves
information of purchaser's buying articles into purchase DB 2108. A
contract about entrusted sales regarding articles will be made between
a trading company and a producer of articles or entruster when one
wants to sell articles in shopping mall. Following is the process of
registering an article in ...internet shopping mall after an entrusted
trading contract is made. First, an image of the article is scanned
using a scanner and saved into client system and information about the
article is input using article registration screen of client system.
Fig. 7 shows an example screen for article registration of client
system. Information about the article, such as article code,

...According to an embodiment of the present invention, refund amount can be paid via banking goods account applying fixed rate, that is, the fixed account. Moreover, refund amount can be paid via banking goods account applying variable rate, that is, accumulation type investment goods account. If the purchaser selects the cash refund or wants to issue a business card...

...mall homepage of the proprietor when needed. The business server system 2101 issues the card referring the business card issue field 2312 of the membership database 2104 for referring the kind of the card in which the user wants to apply. If the user...

...Application Example
A practical example of the method in which the purchasing tickets for the article are sold, the article is conveyed free of charge to the winner of the drawing, and the article is conveyed for a reasonable price to the loser of the drawing. This example details are as follows: the market price of A notebook computer is 4,600,000 won, the actual supplying price is of the Purchasing Ticket Information. First, the server displays the article information about A notebook computer equivalent to 4,600,000 won, and the purchasing ticket...

...and the amount of the purchasing ticket which is 1 0.
(7-2) Receive a Request for Purchasing a Purchasing Ticket
88
The requests for purchasing a purchasing ticket are received from a plurality of the users who want to purchase the article. This step is repeated until the purchasing tickets are sold out or the predetermined time period is expired.
(7-3) Payment Method Input
The requester for purchasing a purchasing ticket transfers the payment method for paying the price of the...
...after the purchasing tickets are sold out.
I 0 (7-5) Drawing and Conveyance of Article
1 purchaser is selected among 10 who bought the purchasing tickets. Then, A notebook computers...

19/3.K/18 (Item 18 from file: 349)
DIALOG(R) File 349:PCT FULLTEXT
(c) 2007 WIPO/Thomson. All rts. reserv.

00807340 **Image available**
METHOD AND SYSTEM FOR ONLINE THIRD PARTY REFERRAL SYSTEM CUSTOMIZED TO THE PURCHASER'S NEEDS
PROCEDE ET SYSTEME DE RECOMMANDATIONS EN LIGNE DIRIGES A DES TIERS ET REPONDANT AUX BESOINS D'ACHETEURS CONCERNES
Patent Applicant/Assignee:
GOREFER COM INC, One Battery Park, 8th floor, New York, NY 10004, US, US (Residence), US (Nationality)
Inventor(s):
LEVI Gilam, 1 Christopher Street #8D, New York, NY 10014, US,
Legal Representative:
LIN Maria C H (agent), Morgan & Finnegan, L.L.P., 345 Park Avenue, New York, NY 10154-0053, US,
Patent and Priority Information (Country, Number, Date):
Patent: WO 200140898 A2 20010607 (WO 0140898)
Application: WO 2000US42088 20001109 (PCT/WO US0042088)
Priority Application: US 99164984 19991111
Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM DZ EE ES
FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU
LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR
TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 9281

Fulltext Availability:

Detailed Description

Detailed Description

... Intender opting in, acceptance of a lead by a merchant and upon consummation of a sale. The lead supplier is given a choice on how the financial award is to be handled, (i.e., whether the lead supplier is to be paid in cash, credit or provided as a gift to the Intender). For purposes of evaluating the potential of generating a sale, additional information may also be supplied by the lead supplier, (e.g., the relationship of the Intender to the supplier, the period of time the need exists, his/her opinion on the extent of the...

...preferences). Optionally, the gender and telephone number of the Intender is also included. The lead supplier may select the merchant (s), the manner and the number of contacts to be made by each merchant and the time period for such contacts. The lead supplier may also choose whether the Intender is to be informed of the lead supplier's identity. If the lead supplier makes no selection, the number of contacts per merchant is arbitrarily set for a certain number, such as 5 contacts. The lead information may also be updated and edited by the lead supplier as needed.

It is to be noted that all of the information provided is secured...

19/AN,AZ,TI/1 (Item 1 from file: 348)
DIALOG(R)File 348:(c) 2007 European Patent Office. All rts. reserv.

02104982
Systems and Methods for Determining Vehicle Salvage Value
Systeme und Verfahren zur Bestimmung des Fahrzeugschrottwertes
Systemes et procedes pour determiner la valeur de recuperation d'un
vehicule
APPLICATION (CC, No, Date): EP 2006110128 060217;
PRIORITY (CC, No, Date): US 656852 P 050225

19/AN,AZ,TI/2 (Item 2 from file: 348)
DIALOG(R)File 348:(c) 2007 European Patent Office. All rts. reserv.

01651812
Food product scale and method for providing in-store incentive labels to
customers
Nahrungsmittelwaage und Verfahren zum Bereitstellen von Kaufanreizetiketten
in einem Geschäft an Kunden
Balance de produits alimentaires et methode pour fournir en magasin aux
clients des etiquettes de promotion
APPLICATION (CC, No, Date): EP 2003009399 030425;
PRIORITY (CC, No, Date): US 376184 P 020429

19/AN,AZ,TI/3 (Item 3 from file: 348)
DIALOG(R)File 348:(c) 2007 European Patent Office. All rts. reserv.

01566730
POINT-USED ELECTRONIC TRADING SYSTEM, POINT-USED ELECTRONIC TRADING METHOD,
BROADCAST RECEPTION APPARATUS, AND BROADCAST RECEPTION METHOD
PUNKTGEBRAUCHTES-E-HANDELSYSTEM, PUNKTGEBRAUCHTES-E-HANDELSVERFAHREN, RUND
SENDEEMPFAANGSVORRICHTUNG UND RUNDSENDEEMPFAANGSVERFAHREN
SYSTEME ET PROCEDE DE COMMERCE ELECTRONIQUE A POINTS, ET DISPOSITIF ET
PROCEDE DE RECEPTION DE RADIODIFFUSION
APPLICATION (CC, No, Date): EP 2002746146 020731; WO 2002JP7788 020731
PRIORITY (CC, No, Date): JP 2001234561 010802

19/AN,AZ,TI/4 (Item 4 from file: 349)
DIALOG(R)File 349:(c) 2007 WIPO/Thomson. All rts. reserv.

01430587
RETURN REWARDS
AVANTAGES DE RETOUR
Application: WO 2006US13431 20060411 (PCT/WO US2006013431)

19/AN,AZ,TI/5 (Item 5 from file: 349)
DIALOG(R)File 349:(c) 2007 WIPO/Thomson. All rts. reserv.

01397358
SYSTEMS AND METHODS FOR PERFORMING CACHING OF DYNAMICALLY GENERATED OBJECTS
IN A NETWORK
SYSTEMES ET PROCEDES POUR METTRE EN MEMOIRE CACHE DES OBJETS PRODUITS
DYNAMIQUEMENT DANS UN RESEAU
Application: WO 2005US47435 20051230 (PCT/WO US2005047435)

19/AN,AZ,TI/6 (Item 6 from file: 349)
DIALOG(R)File 349:(c) 2007 WIPO/Thomson. All rts. reserv.

01332040
PEER-TO-PEER AFFINITY-GROUP COMMERCE METHOD AND SYSTEM
PROCEDE PORTANT SUR LES ECHANGES COMMERCIAUX PAR GROUPES D'AFFINITE ENTRE
HOMOLOGUES, ET SYSTEME CORRESPONDANT
Application: WO 2005US23119 20050702 (PCT/WO US2005023119)

19/AN,AZ,TI/7 (Item 7 from file: 349)
DIALOG(R)File 349:(c) 2007 WIPO/Thomson. All rts. reserv.

01300144
METHOD AND APPARATUS FOR WORD OF MOUTH SELLING VIA A COMMUNICATIONS NETWORK
PROCEDE ET APPAREIL DE VENTE PAR BOUCHE A OREILLE PAR LE BIAIS D'UN RESEAU
DE COMMUNICATIONS
Application: WO 2005US13701 20050421 (PCT/WO US2005013701)

19/AN,AZ,TI/8 (Item 8 from file: 349)
DIALOG(R)File 349:(c) 2007 WIPO/Thomson. All rts. reserv.

01242811
A CUSTOMER LOYALTY PROGRAMME AND A METHOD AND SYSTEM FOR OPERATING THE SAME
PROGRAMME DE FIDELISATION DE CLIENT, PROCEDE ET SYSTEME DE FONCTIONNEMENT
DE CE DERNIER
Application: WO 2003SG273 20031119 (PCT/WO SG03000273)

19/AN,AZ,TI/9 (Item 9 from file: 349)
DIALOG(R)File 349:(c) 2007 WIPO/Thomson. All rts. reserv.

01224018
SYSTEM AND METHOD FOR REBATE MARKETING
SYSTEME ET PROCEDE DE REMISE
Application: WO 2004KR2515 20041001 (PCT/WO KR04002515)

19/AN,AZ,TI/10 (Item 10 from file: 349)
DIALOG(R)File 349:(c) 2007 WIPO/Thomson. All rts. reserv.

01180408
METHOD FOR PHONE SOLICITATIONS
METHODE POUR DES SOLICITATIONS TELEPHONIQUES
Application: WO 2004US14200 20040507 (PCT/WO US04014200)

19/AN,AZ,TI/11 (Item 11 from file: 349)
DIALOG(R)File 349:(c) 2007 WIPO/Thomson. All rts. reserv.

01128519
ELECTRONIC PROCESSING SYSTEM
SYSTEME DE TRAITEMENT ELECTRONIQUE
Application: WO 2003GB5234 20031201 (PCT/WO GB03005234)

19/AN,AZ,TI/12 (Item 12 from file: 349)
DIALOG(R)File 349:(c) 2007 WIPO/Thomson. All rts. reserv.

01089712

METHOD AND APPARATUS FOR EXERCISE REGIMEN ADMINISTRATION
PROCEDE ET APPAREIL DE GESTION D'UN PROGRAMME D'EXERCICES

Application: WO 2003US18196 20030609 (PCT/WO US03018196)

19/AN,AZ,TI/13 (Item 13 from file: 349)
DIALOG(R)File 349:(c) 2007 WIPO/Thomson. All rts. reserv.

01082629

A SYSTEM AND METHOD FOR INTERFACING A NETWORK OF SELLERS AND BUYERS
SYSTEME ET PROCEDE SERVANT A INTERFACER UN RESEAU DE VENDEURS ET
D'ACHETEURS

Application: WO 2003AU856 20030703 (PCT/WO AU2003000856)

19/AN,AZ,TI/14 (Item 14 from file: 349)
DIALOG(R)File 349:(c) 2007 WIPO/Thomson. All rts. reserv.

01043254

METHOD AND SYSTEM FOR TRACKING AND PROVIDING INCENTIVES AND BEHAVIORAL
INFLUENCES RELATED TO MONEY AND TECHNOLOGY
PROCEDE ET SYSTEME DE SUIVI ET D'OCTROI D'INCITATIONS A DES TACHES ET
ACTIVITES ET AUTRES DOMAINES DE COMPORTEMENT TOUCHANT A L'ARGENT, AUX
INDIVIDUS, A LA TECHNOLOGIE, ET AUTRES VALEURS

Application: WO 2003US5982 20030227 (PCT/WO US03005982)

19/AN,AZ,TI/15 (Item 15 from file: 349)
DIALOG(R)File 349:(c) 2007 WIPO/Thomson. All rts. reserv.

00907106

METHOD OF SELLING GOODS IN AN ELECTRONIC COMMERCIAL TRADE
TECHNIQUE DE VENTE DE MARCHANDISES DANS UN CYBERCOMMERCE

Application: WO 2001KR540 20010330 (PCT/WO KR0100540)

19/AN,AZ,TI/16 (Item 16 from file: 349)
DIALOG(R)File 349:(c) 2007 WIPO/Thomson. All rts. reserv.

00837939

METHOD AND APPARATUS FOR BI-DIRECTIONALLY AUCTIONING BETWEEN BUYERS AND
SELLERS USING A COMPUTER NETWORK
PROCEDE ET DISPOSITIF D'ENCHERES BIDIRECTIONNELLES ENTRE DES ACHETEURS ET
DES VENDEURS AU MOYEN D'UN RESEAU INFORMATIQUE

Application: WO 2000IB1490 20000823 (PCT/WO IB0001490)

19/AN,AZ,TI/17 (Item 17 from file: 349)
DIALOG(R)File 349:(c) 2007 WIPO/Thomson. All rts. reserv.

00837938

METHOD AND APPARATUS FOR BI-DIRECTIONALLY AUCTIONING BETWEEN BUYERS AND
SELLERS USING COMPUTER NETWORK
PROCEDE ET DISPOSITIF PERMETTANT LA VENTE AUX ENCHERES BIDIRECTIONNELLE
ENTRE DES ACHETEURS ET DES VENDEURS PAR RESEAU INFORMATIQUE

Application: WO 2000IB1350 20000821 (PCT/WO IB0001350)

19/AN,AZ,TI/18 (Item 18 from file: 349)

DIALOG(R)File 349:(c) 2007 WIPO/Thomson. All rts. reserv.

00807340

METHOD AND SYSTEM FOR ONLINE THIRD PARTY REFERRAL SYSTEM CUSTOMIZED TO THE
PURCHASER'S NEEDS

PROCEDE ET SYSTEME DE RECOMMANDATIONS EN LIGNE DIRIGES A DES TIERS ET
RECONDANT AUX BESOINS D'ACHETEURS CONCERNES

Application: WO 2000US42088 20001109 (PCT/WO US0042088)

19/AN,AZ,TT/19 (Item 19 from file: 349)

DIALOG(R)File 349:(c) 2007 WIPO/Thomson. All rts. reserv.

00774794

INTERACTIVE NETWORK PRESENTATION SESSION MANAGEMENT

GESTION D'UNE SESSION DE PRESENTATION INTERACTIVE SUR UN RESEAU

Application: WO 2000US20286 20000726 (PCT/WO US0020286)

Parent Application/Grant:

Related by Continuation to: US 99363236 19990727 (CON)

? show files;ds
 File 2:INSPEC 1898-2007/Feb W4
 (c) 2007 Institution of Electrical Engineers
 File 35:Dissertation Abs Online 1861-2007/Feb
 (c) 2007 ProQuest Info&Learning
 File 65:Inside Conferences 1993-2007/Mar 06
 (c) 2007 BLDSC all rts. reserv.
 File 99:Wilson Appl. Sci & Tech Abs 1983-2007/Feb
 (c) 2007 The HW Wilson Co.
 File 256:TecInfoSource 82-2007/Oct
 (c) 2007 Info.Sources Inc
 File 474:New York Times Abs 1969-2007/Mar 06
 (c) 2007 The New York Times
 File 475:Wall Street Journal Abs 1973-2007/Mar 06
 (c) 2007 The New York Times
 File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13
 (c) 2002 The Gale Group

Set	Items	Description
S1	1092834	CONSUMER OR CONSUMERS OR REFERRER OR REFERRERS OR PATRON OR PATRONS OR CUSTOMER OR CUSTOMERS OR CLIENT OR CLIENTS OR PARTICIPANT OR PARTICIPANTS OR PARTICIPAT?R OR PARTICIPAT?RS OR - SHOPPER OR SHOPPERS OR INDIVIDUAL OR INDIVIDUALS
S2	2718151	REFER OR REFERAL OR REFERR??? OR REFERS OR REFERRALS OR SUGGEST??? OR SUGGESTIONS OR PROPOS??? OR RECOMMEND? OR REQUEST??? ??
S3	2552044	MERCHANDISE OR GOODS OR WARES OR ITEM OR ITEMS OR PRODUCT - OR PRODUCTS OR ARTICLE OR ARTICLES OR THING OR THINGS OR OBJECT OR OBJECTS
S4	1224973	RETAILER OR STORE OR SHOP OR MARKET OR SUPPLIER OR MERCHANT OR DEALER OR VEND?R OR PROVIDER OR SELLER OR MERCHANTISER OR DISTRIBUT?R
S5	6117334	RESULT??? OR CONSEQUENT?? OR OUTCOME OR OUTCOMES OR ENSUE - OR ENSUES OR ENSUING OR FOLLOW??? OR GENERATE? ? OR GENERATING OR LEAD OR LEADS OR CAUS???
S6	713052	SALE OR SALES OR SELLING
S7	497751	INCENTIVE OR INCENTIVES OR BONUS?? OR REWARD??? OR BENEFIT OR BENEFITS OR AWARD??? OR PRIZE OR PRIZES OR GIFT OR GIFTS OR KICKBACK OR KICKBACKS
S8	2381	S1(5N)S2(5N)S3
S9	151	S4(10N)S8
S10	213	S7(10N)(S5(5N)S6)
S11	0	S9(S)S10
S12	0	S9 AND S10
S13	384585	S2 AND (S3 OR S4)
S14	8	S10 AND S13
S15	1270	S7(S)(S5(10N)S6)
S16	96	S13 AND S15
S17	92	S13(S)S15
S18	0	S9(S)S15
S19	0	S9 AND S15
S20	616	S7(20N)(S5(10N)S6)
S21	42	S13 AND S20
S22	40	S13(S)S20
S23	40	S14 OR S22
S24	37	S23 NOT PY>2003
S25	37	S24 NOT PD=20031214:20070430
S26	37	RD (unique items)

26/3,K/3 (Item 3 from file: 2)
DIALOG(R)File 2:INSPEC
(c) 2007 Institution of Electrical Engineers. All rts. reserv.

05971981 INSPEC Abstract Number: C9507-7445-021
Title: Maintaining control of a feebate system
Author(s): Ford, A.; Hojun Sun
Author Affiliation: Program in Environ. Sci. & Regional Planning,
Washington State Univ., Pullman, WA, USA
Journal: Simulation, vol.64, no.4 p.228-42
Publication Date: April 1995 Country of Publication: USA
CODEN: SIMUA2 ISSN: 0037-5497
Language: English
Subfile: C
Copyright 1995, IEE

Abstract: This article explains an application of computer simulation to study the impact of a feebate proposal in which fees would be imposed on dirty vehicles to finance rebates for clean vehicles...

... coast air in southern California which suffers from dangerously high levels of ozone concentration. The article describes a system dynamics model designed to simulate the impact of a variety of incentive programs that could lead to greater sales and use of electric vehicles. Simulation results are presented when the model is operated in a step-by-step manner from a...

26/3,K/15 (Item 9 from file: 35)
DIALOG(R)File 35:Dissertation Abs Online
(c) 2007 ProQuest Info&Learning. All rts. reserv.

01364152 ORDER NO: AAD94-19716
ON THE STRATEGIC IMPACT OF PRODUCT UNAVAILABILITY IN MARKETING CHANNELS OF DISTRIBUTION (DISTRIBUTION CHANNELS)
Author: BALACHANDER, SUBRAMANIAN
Degree: PH.D.
Year: 1991
Corporate Source/Institution: CARNEGIE-MELLON UNIVERSITY (0041)
Source: VOLUME 55/03-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 647. 143 PAGES

...not all customers search for the product.

The strategic interaction between firms explains the surprising results. With occasional stockouts a firm loses directly from foregone sales, but derive greater benefit from lower price competition due to the higher price charged by its competitor. The strategic interaction diminishes substantially when customers are able to drop out of the market.

A separate analysis shows that a firm may commit to occasional stockouts even when competing...

...that has the product always available. The strategic interaction between the firms again explains the result. The firm with an occasional stockout loses directly from foregone sales, of course, but it derives greater benefit from less aggressive price competition.

The results provide a rationale for the low continuity in...

26/6/1 (Item 1 from file: 2)
07363702 INSPEC Abstract Number: C1999-11-7120-006
Title: A mobile-agent-based approach for electronic commerce
Publication Date: 1998
Copyright 1999, IEE

26/6/2 (Item 2 from file: 2)
06646442 INSPEC Abstract Number: B9709-8120J-008, C9709-7410-009
Title: Knowledge-based CAD [for cable trays]
Publication Date: July-Aug. 1997
Copyright 1997, IEE

26/6/3 (Item 3 from file: 2)
05971981 INSPEC Abstract Number: C9507-7445-021
Title: Maintaining control of a feebate system
Publication Date: April 1995
Copyright 1995, IEE

26/6/4 (Item 4 from file: 2)
04652219 INSPEC Abstract Number: B90047916
Title: The privatisation of electricity
Publication Date: 15 Sept. 1989

26/6/5 (Item 5 from file: 2)
03657584 INSPEC Abstract Number: B86026668, C86021142
Title: Customer satisfaction and increased productivity result from a
comprehensive corrective action system
Publication Date: 1984

26/6/6 (Item 6 from file: 2)
03254300 INSPEC Abstract Number: C84027148, D84001279
Title: Checking out EPOS
Publication Date: 3 May 1984

26/6/7 (Item 1 from file: 35)
01982427 ORDER NO: AADAA-I3112469
Title: The role of trust and reputation in the success of the Internet auction
market
Year: 2003

26/6/8 (Item 2 from file: 35)
01838362 ORDER NO: AADAA-I3017127
Title: Resource deployment strategies following initial public offering:
Connecting resource-based, upper echelons, and agency perspectives
Year: 2001

26/6/9 (Item 3 from file: 35)
01771862 ORDER NO: AADAA-IC801897
Title: Gestion publicitaria en la empresa de radio
Original Title: Radio sales management
Year: 1999

26/6/10 (Item 4 from file: 35)
01718006 ORDER NO: AADAA-IMQ43349
The effect of product price and product category on online payment methods
and on the decision to own the secure server
Year: 1999

26/6/11 (Item 5 from file: 35)
01711753 ORDER NO: AADAA-I9948176
Using non-financials as measures of intangible assets: A study of R&D
successes in the pharmaceutical industry
Year: 1999

26/6/12 (Item 6 from file: 35)
01697802 ORDER NO: AAD99-28021
A MANAGERIAL COGNITION MODEL OF GRAY MARKET INTERPRETATION (DISTRIBUTION
CHANNELS)
Year: 1999

26/6/13 (Item 7 from file: 35)
01503186 ORDER NO: AAD96-31565
ASSET VALUES AND COST OF CAPITAL: IMPLICATIONS FOR CAPITAL STRUCTURE
DECISIONS
Year: 1996

26/6/14 (Item 8 from file: 35)
01365148 ORDER NO: AAD94-22488
THE EFFECT OF LAND AND FACILITY COST FACTORS ON DEALERSHIP PROFITABILITY: A
MODEL FOR EDUCATION
Year: 1994

26/6/15 (Item 9 from file: 35)
01364152 ORDER NO: AAD94-19716
ON THE STRATEGIC IMPACT OF PRODUCT UNAVAILABILITY IN MARKETING CHANNELS OF
DISTRIBUTION (DISTRIBUTION CHANNELS)
Year: 1991

26/6/16 (Item 10 from file: 35)
01310575 ORDER NO: AAD93-29399
AGENCY COSTS IN LOAN SALES: THEORY AND EVIDENCE
Year: 1993

26/6/17 (Item 11 from file: 35)
01282142 ORDER NO: AAD93-10150
URBAN METERED CURB PARKING AS A FACTOR IN RETAIL SALES: AN ECONOMETRIC CASE
STUDY FOR CHICAGO, ILLINOIS (PARKING, URBAN PARKING)
Year: 1992

26/6/18 (Item 12 from file: 35)
01274963 ORDER NO: AAD93-05707
MARKDOWN SHARING POLICIES AS TRADE INCENTIVES IN UNCERTAIN MARKETS

Year: 1992

26/6/19 (Item 13 from file: 35)
01238902 ORDER NO: AAD92-28847
THE FORMATION AND DEMISE OF MARKET SOCIALISM UNDER THE SOVIET NEW ECONOMIC
POLICY, 1921-1929 (SOVIET UNION)
Year: 1991

26/6/20 (Item 14 from file: 35)
01176081 ORDER NO: AAD91-29401
RELATIONSHIP COMMITMENT AND TRUST IN MARKETING (SOCIAL EXCHANGE THEORY)
Year: 1991

26/6/21 (Item 15 from file: 35)
01141865 ORDER NO: AAD91-03992
THE JANUARY EFFECT: A MARKET MICROSTRUCTURE PERSPECTIVE
Year: 1990

26/6/22 (Item 16 from file: 35)
934875 ORDER NO: AAD86-26636
THE EFFECTS OF ADVERTISING, DISPLAY AND PRICES ON LOW INVOLVEMENT PURCHASES
Year: 1986

26/6/23 (Item 17 from file: 35)
891580 ORDER NO: AAD85-12315
ESTIMATING THE COSTS AND BENEFITS OF THE 1962 FDA AMENDMENTS (DRUGS)
Year: 1985

26/6/24 (Item 18 from file: 35)
848381 ORDER NO: AAD84-15533
THREE ESSAYS IN INDUSTRIAL ORGANIZATION
Year: 1984

26/6/25 (Item 19 from file: 35)
817372 ORDER NO: AAD83-16632
THE EFFECT OF ADVERTISING AND PROMOTION ON PRIMARY AND SELECTIVE DEMAND IN
THE PHARMACEUTICAL INDUSTRY
Year: 1983

26/6/26 (Item 20 from file: 35)
743242 ORDER NO: AAD81-08527
ECONOMIC TRADEOFFS BETWEEN FOODGRAIN AND BANANA PRODUCTION IN SOMALIA
Year: 1980

26/6/27 (Item 21 from file: 35)
739390 ORDER NO: AAD81-05599
SENIOR ADULT COURSE GOALS AS PERCEIVED BY STUDENTS AND INSTRUCTORS
Year: 1980

26/6/28 (Item 1 from file: 474)

00134287 NYT Sequence Number: 059882700731

(Treas Dept formally submits to Cong legis to speed collections of estate taxes; Sec Kennedy, in 1r to HR Speaker and Sen Pres, discloses Treas studies question of whether interest should be charged to estates consisting mainly of liquid assets; original proposal provides for payment of estimated estate tax within 7 mos after death on estates valued at over \$150,000; presently payments can be postponed until 15 mos after death; Kennedy 1r holds Treas would consider alternate plan advanced by ABA and Amer Bar Assn to require payment 9 mos after death and would eliminate estimated tax payment; plan would provide that estates be valued no longer than 6 mos after death, instead of yr, as now; submits to Cong legis to tax lead additives in gasoline; Sec Kennedy, in 1rs to HR Speaker and Sen Pres, argues that tax will hasten use of unleaded gasoline and ease adoption of pollution-emission control devices; Sen Magnuson holds tax would not have this effect because there is no price incentive to consumer; tax would amount to \$4.25 on each lb of lead used in gasoline and would be imposed on mfrs sales of lead additives beginning Aug 1; in order to discourage stockpiling of tax-free lead additives, all inventories of additives held by others than additive mfrs would be subject to same tax on same date)

Friday July 31 1970

26/6/29 (Item 1 from file: 475)

08129612 NYT Sequence Number: 000000020307

COMPAQ'S DEALER-INCENTIVE ACCOUNTING IS QUESTIONED BY UBS WARBURG ANALYST

Thursday March 7 2002

26/6/30 (Item 2 from file: 475)

05255342

HOW STALE PASTRIES LED TO MASS NUPTIALS IN ONE CHINESE TOWN

Friday April 1 1988

26/6/31 (Item 1 from file: 583)

09078569

Export attention

US/EUROPE: DEFENCE FIRMS FOCUS ON EXPORT MARKETS

10-16 Mar 1999

26/6/32 (Item 2 from file: 583)

06609581

Globalisation drives power engine market

WORLD: POWER ENGINE MARKET GLOBALISES

27 Feb 1998

26/6/33 (Item 3 from file: 583)

06519022

John Lewis profits advance

UK: INCREASES IN INTERIM RESULTS FOR JOHN LEWIS

12 Sep 1997

26/6/34 (Item 4 from file: 583)

06142313

Drugs distributor AAH mounts last attempt to stave off GB# 400mn tak\

UK: AAH CONTINUES DEFENCE AGAINST TAKEOVER BID

Caryn S. Wesner-Early, MSLS

EIC 3600

06-Mar-07 4

21 Apr 1995

26/6/35 (Item 5 from file: 583)
06016505
LATIN CARRIERS DISPLAY RARE SIGNS OF UNITY
LATIN AMERICA: AIRLINE MARKET TRENDS ASSESSED
27 Jun 1994

26/6/36 (Item 6 from file: 583)
04132400
BBC TO PAY DAMAGES TO HANSON OVER POWERGEN SALE NEWS ITEM
UK - BBC TO PAY DAMAGES TO HANSON OVER POWERGEN SALE NEWS ITEM
7 March 1991

26/6/37 (Item 7 from file: 583)
03798184
Over-50s staff are best sellers
UK - B&Q OLDER STAFF WIN AWARD
26 October 1990

? show files;ds
 File 20:Dialog Global Reporter 1997-2007/Mar 06
 (c) 2007 Dialog

Set	Items	Description
S1	8246634	CONSUMER OR CONSUMERS OR REFERRER OR REFERRERS OR PATRON OR PATRONS OR CUSTOMER OR CUSTOMERS OR CLIENT OR CLIENTS OR PARTICIPANT OR PARTICIPANTS OR PARTICIPAT?R OR PARTICIPAT?RS OR SHOPPER OR SHOPPERS OR INDIVIDUAL OR INDIVIDUALS
S2	7546824	REFER OR REFERRAL OR REFERR??? OR REFERS OR REFERRALS OR SUGGEST??? OR SUGGESTIONS OR PROPOS??? OR RECOMMEND? OR REQUEST? - ??
S3	12352716	MERCHANDISE OR GOODS OR WARES OR ITEM OR ITEMS OR PRODUCT - OR PRODUCTS OR ARTICLE OR ARTICLES OR THING OR THINGS OR OBJECT OR OBJECTS
S4	11223947	RETAILER OR STORE OR SHOP OR MARKET OR SUPPLIER OR MERCHANT OR DEALER OR VEND?R OR PROVIDER OR SELLER OR MERCHANDISER OR DISTRIBUT?R
S5	17087917	RESULT??? OR CONSEQUENT?? OR OUTCOME OR OUTCOMES OR ENSUE - OR ENSUES OR ENSUING OR FOLLOW??? OR GENERATE? ? OR GENERATING OR LEAD OR LEADS OR CAUS???
S6	6277143	SALE OR SALES OR SELLING
S7	6407565	INCENTIVE OR INCENTIVES OR BONUS?? OR REWARD??? OR BENEFIT OR BENEFITS OR AWARD??? OR PRIZE OR PRIZES OR GIFT OR GIFTS OR KICKBACK OR KICKBACKS
S8	18604	S1(5N)S2(5N)S3
S9	2094	S4(10N)S8
S10	8479	S7(10N)(S5(5N)S6)
S11	0	S9(S)S10
S12	1243932	S2(S)(S3 OR S4)
S13	551	S10(S)S12
S14	510920	S2(10N)(S3 OR S4)
S15	119	S10(S)S14
S16	169966	S1(5N)S2
S17	15	S15(S)S16
S18	42	S13(S)S16
S19	10	S18 NOT PY>2003
S20	44	S15 NOT PY>2003
S21	39	S20 NOT PD=20031214:20040430
S22	38	RD (unique items)

22/3,K/9

DIALOG(R)File 20:Dialog Global Reporter
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25494968 (USE FORMAT 7 OR 9 FOR FULLTEXT)
SonicWALL Launches Medallion Partner Program

PR NEWSWIRE (US)

October 15, 2002

JOURNAL CODE: WPRU LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 790

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... as direct mail, seminars and ready-to-use email campaigns. --
Silver -- In addition to the **benefits** received by Approved Partners,
SonicWALL Silver Partners receive sales **lead referrals**, inside and
outside **SonicWALL sales** support, accrual of **Market Development Funds**
(MDF), purchase discounts at distribution, and direct access to third-level
technical support...

22/3,K/13

DIALOG(R)File 20:Dialog Global Reporter
(c) 2007 Dialog. All rts. reserv.

21064881

Newlyweds' gift of the grab

Nadia Miraudou

ABIX - AUSTRALASIAN BUSINESS INTELLIGENCE (SUNDAY TIMES) , p25

February 03, 2002

JOURNAL CODE: WAST LANGUAGE: English RECORD TYPE: ABSTRACT
WORD COUNT: 85

...of couples use them, generating \$A500m of retail sales. David Jones
figures show registries usually **suggest goods** with a total value
between \$A5000 and \$A10,000, and the Australian Retailers Association says
...

22/3,K/23

DIALOG(R)File 20:Dialog Global Reporter
(c) 2007 Dialog. All rts. reserv.

11335222 (USE FORMAT 7 OR 9 FOR FULLTEXT)

McBride PLC - Trading Statement

REGULATORY NEWS SERVICE

June 02, 2000

JOURNAL CODE: WRNS LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 294

... increasing market share. As a result of the slowdown in sales and
the weak Euro **referred** to above, profit before tax, operating exceptional
items and goodwill amortisation is expected to fall short of the #30.0
million for the...

22/3,K/25

DIALOG(R)File 20:Dialog Global Reporter
(c) 2007 Dialog. All rts. reserv.

08771895 (USE FORMAT 7 OR 9 FOR FULLTEXT)

In Brief: Net.Bank Rewarding Referrals with Prizes.

AMERICAN BANKER, p29

December 06, 1999

JOURNAL CODE: WAMB LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 128

... account in a promotion that runs through Jan. 16. Customers who give the bank a sales lead receive one entry into a sweepstakes whose grand prize is a \$1,000 CD. If a prospect opens an account, the referring customer gets...

22/3,K/35

DIALOG(R)File 20:Dialog Global Reporter

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02229620 (USE FORMAT 7 OR 9 FOR FULLTEXT)

IBM: IBM offers customers wide range of new e-commerce function

M2 PRESSWIRE

July 16, 1998

JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1803

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... Engine enabling businesses to deliver personalized product or content recommendations in real-time. Web visitors benefit from a one-to-one experience that results in increased sales and unparalleled customer loyalty.

NetGravity*** -- NetGravity provides mission-critical software and service solutions for online...

22/6/1

32784417 (USE FORMAT 7 OR 9 FOR FULLTEXT)

International Absorbents Announces Third Quarter Results: Sales Increase

32%; Net Income Up 35%

December 11, 2003

WORD COUNT: 629

22/6/2

32751165 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Sant Corporation Selects Encounter for Online Training; Makes Audio

Conferences Available to Sant Customers; Encounter Provides 50

Conferences Per Week for Demos and Training

December 10, 2003

WORD COUNT: 636

22/6/3

31692668 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Strategic business units help boost KHDC sales

October 14, 2003

WORD COUNT: 384

22/6/4

30216950 (USE FORMAT 7 OR 9 FOR FULLTEXT)

TSX VENTURE SYMBOL: GGH.T

July 18, 2003

WORD COUNT: 1152

22/6/5

28964772

Q1 2003 Cousins Properties Incorporated Earnings Conference Call - Part 1

May 05, 2003

WORD COUNT: 4577

22/6/6

28813838 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Q3 2003 SBS Technologies, Inc. Earnings Conference Call - Final

April 02, 2003

WORD COUNT: 4667

22/6/7

27537033 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Event Brief of Q3 2002 Saks Earnings Conference Call - Final - Part 1

November 20, 2002

WORD COUNT: 4500

22/6/8

27278196 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Quantum Storage Solutions Group Reinforces Commitment to Channel in 2003

January 29, 2003

WORD COUNT: 1222

22/6/9

25494968 (USE FORMAT 7 OR 9 FOR FULLTEXT)
SonicWALL Launches Medallion Partner Program
October 15, 2002
WORD COUNT: 790

22/6/10
25371316 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Kinko's and Sant Provide Complete Proposal Solution
October 08, 2002
WORD COUNT: 471

22/6/11
23868013 (USE FORMAT 7 OR 9 FOR FULLTEXT)
**Forget it boys: you won't pin this one on the President: Mark Steyn rounds
on Mr Bush's critics for trying to turn a 10-year-old low-interest loan
into a scandal**
July 14, 2002
WORD COUNT: 1205

22/6/12
22821653
Canada NewsWire summary of releases for Wednesday, May 15, 2002
May 15, 2002
WORD COUNT: 4519

22/6/13
21064881
Newlyweds' gift of the grab
February 03, 2002
WORD COUNT: 85

22/6/14
20644684 (USE FORMAT 7 OR 9 FOR FULLTEXT)
RSA Security Unveils New Channel Partner Program
January 08, 2002
WORD COUNT: 573

22/6/15
20231915
ECONOMIC TRENDS: SOUTH AFRICA: Privatisation Delayed
SECTION TITLE: Policy and Practice
January 10, 2001
WORD COUNT: 677

22/6/16
18557213 (USE FORMAT 7 OR 9 FOR FULLTEXT)
**Polar Design Announces Deployment of Innovative Internet Marketing Presence
And Content Management Solution for Client**
August 29, 2001
WORD COUNT: 394

22/6/17

17334019 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Sant Corporation Releases RFPMaster 5.0
June 20, 2001
WORD COUNT: 369

22/6/18
17306887 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Sant Corporation Named Finalist in Third Annual Users Choice Awards
June 19, 2001
WORD COUNT: 345

22/6/19
16951227 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Sant Corporation's CEO Named a Fellow of the Association of Proposal
Management Professionals
May 30, 2001
WORD COUNT: 400

22/6/20
15474346 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Sierra Wireless Equips Channel Partners with Tools to Lead the Wireless
Data Market
March 06, 2001
WORD COUNT: 379

22/6/21
15454693 (USE FORMAT 7 OR 9 FOR FULLTEXT)
(BW) Sierra Wireless Equips Channel Partners with Tools to Lead the
Wireless Data Market
March 05, 2001
WORD COUNT: 407

22/6/22
12084793 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Auto Part Consumers are Linked with Automotive Parts Suppliers Via
PartTrackers.com
July 25, 2000
WORD COUNT: 379

22/6/23
11335222 (USE FORMAT 7 OR 9 FOR FULLTEXT)
McBride PLC - Trading Statement
June 02, 2000
WORD COUNT: 294

22/6/24
10500859 (USE FORMAT 7 OR 9 FOR FULLTEXT)
INCEUTICA.com Launches the First E-Marketplace for Pharmaceutical/Biotech
Firms and Contract Research Organizations
April 10, 2000
WORD COUNT: 538

22/6/25
08771895 (USE FORMAT 7 OR 9 FOR FULLTEXT)
In Brief: Net.Bank Rewarding Referrals with Prizes
December 06, 1999
WORD COUNT: 128

22/6/26
07690809
CRG - Chairman's & MD's Addresses to Sharehold 2/2 (S)
October 11, 1999
WORD COUNT: 1369

22/6/27
06856885 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Carrer Tracks: Today's Teller Embodies Banking's Evolution
SECTION TITLE: National/Global
August 24, 1999
WORD COUNT: 623

22/6/28
06487970 (USE FORMAT 7 OR 9 FOR FULLTEXT)
CBSI Helps Leading Computer Reseller Win Prestigious E-Business Awards
August 02, 1999
WORD COUNT: 608

22/6/29
05827370
Now for GST, Telstra
June 21, 1999
WORD COUNT: 173

22/6/30
03086025
MACELABS Expands to Full-Service Testing Facility
October 12, 1998
WORD COUNT: 601

22/6/31
03048349
Engage Technologies first to provide seamless support for Net Perceptions
for Ad Targeting
October 08, 1998
WORD COUNT: 860

22/6/32
03027761
Madison Enters Into Agreement with Global Computer Supplies for the Sale of
its Network Switching Device
October 06, 1998
WORD COUNT: 335

22/6/33

02828671

**Westbridge Reaches Agreement With Principal Noteholders; Files Plan of
Reorganization Along With Chapter 11 Petition to Facilitate Holding
Company Restructuring**

September 16, 1998

WORD COUNT: 1107

22/6/34

02545701 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Arden Group Inc. Announces Financial Results

August 18, 1998

WORD COUNT: 433

22/6/35

02229620 (USE FORMAT 7 OR 9 FOR FULLTEXT)

IBM: IBM offers customers wide range of new e-commerce function

July 16, 1998

WORD COUNT: 1803

22/6/36

02216354 (USE FORMAT 7 OR 9 FOR FULLTEXT)

IBM Offers Customers Wide Range of New E-commerce Functions

July 15, 1998

WORD COUNT: 1343

22/6/37

01445684 (USE FORMAT 7 OR 9 FOR FULLTEXT)

EnCyc and Newtonian Partner to Offer Powerful Interactive Selling System

April 22, 1998

WORD COUNT: 696

22/6/38

01320507 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Peregrine Systems(R) Launches Global Business Partner Alliance

April 07, 1998

WORD COUNT: 912

? show files;ds
 File 9:Business & Industry(R) Jul/1994-2007/Mar 05
 (c) 2007 The Gale Group
 File 15:ABI/Inform(R) 1971-2007/Mar 06
 (c) 2007 ProQuest Info&Learning
 File 148:Gale Group Trade & Industry DB 1976-2007/Feb 23
 (c)2007 The Gale Group
 File 275:Gale Group Computer DB(TM) 1983-2007/Mar 05
 (c) 2007 The Gale Group
 File 476:Financial Times Fulltext 1982-2007/Mar 06
 (c) 2007 Financial Times Ltd
 File 56:Computer and Information Systems Abstracts 1966-2007/Feb
 (c) 2007 CSA.
 File 75:TGG Management Contents(R) 86-2007/Feb W4
 (c) 2007 The Gale Group

Set	Items	Description
S1	8064685	CONSUMER OR CONSUMERS OR REFERRER OR REFERRERS OR PATRON OR PATRONS OR CUSTOMER OR CUSTOMERS OR CLIENT OR CLIENTS OR PARTICIPANT OR PARTICIPANTS OR PARTICIPAT?R OR PARTICIPAT?RS OR - SHOPPER OR SHOPPERS OR INDIVIDUAL OR INDIVIDUALS
S2	4493537	REFER OR REFERRAL OR REFERR??? OR REFERS OR REFERRALS OR SUGGEST??? OR SUGGESTIONS OR PROPOS??? OR RECOMMEND? OR REQUEST? - ??
S3	12846902	MERCHANDISE OR GOODS OR WARES OR ITEM OR ITEMS OR PRODUCT - OR PRODUCTS OR ARTICLE OR ARTICLES OR THING OR THINGS OR OBJECT OR OBJECTS
S4	10125641	RETAILER OR STORE OR SHOP OR MARKET OR SUPPLIER OR MERCHANT OR DEALER OR VEND?R OR PROVIDER OR SELLER OR MERCHANTISER OR DISTRIBUTUT?R
S5	9344693	RESULT??? OR CONSEQUENT?? OR OUTCOME OR OUTCOMES OR ENSUE - OR ENSUES OR ENSUING OR FOLLOW??? OR GENERATE? ? OR GENERATING OR LEAD OR LEADS OR CAUS???
S6	6016659	SALE OR SALES OR SELLING
S7	4545991	INCENTIVE OR INCENTIVES OR BONUS?? OR REWARD??? OR BENEFIT OR BENEFITS OR AWARD??? OR PRIZE OR PRIZES OR GIFT OR GIFTS OR KICKBACK OR KICKBACKS
S8	39330	S1(5N)S2(5N)S3
S9	4476	S4(10N)S8
S10	10414	S7(10N)(S5(5N)S6)
S11	1	S9(S)S10
S12	93788	S1(10N)S2(10N)S3
S13	23868	S4(S)S12
S14	27884	S7(20N)(S5(10N)S6)
S15	31	S13(S)S14
S16	31	S11 OR S15
S17	23	S16 NOT PY>2003
S18	23	S17 NOT PD=20031214:20070430
S19	22	RD (unique items)

19/3,K/1 (Item 1 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2007 The Gale Group. All rts. reserv.

03100434 Supplier Number: 106030170 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Product & Service.
(Creditor Resources Inc.)
Credit Union Journal, v 7, n 30, p 14
July 28, 2003
DOCUMENT TYPE: Journal ISSN: 1521-5105 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 321

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

CUSO Financial, CoreTrac Agree

SAN DIEGO-CUSO Financial Services, L.P., a broker- dealer and investment advisor, said it is entering into a strategic alliance with CoreTrac to offer that company's CRM software to CFS' credit union clients . CoreTrac's ResourceOne CRM solution is built for community financial institutions and tracks product sales , leads , inquiries and referrals , and also assists in cross- sales and the tracking of incentive programs and marketing efforts. It can be used by both credit unions and CUSOs. For...

19/3,K/2 (Item 2 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2007 The Gale Group. All rts. reserv.

03047101 Supplier Number: 102269618 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Teen talk: marketers try to entice the teen consumer, a mercurial market with money to spend. (Teen Market).

Soap & Cosmetics, v 79, n 3, p 24
April 2003
DOCUMENT TYPE: Journal ISSN: 1523-9225 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1345

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...the retail environment," said Justine Markese, Retail Sales and Image Relations. "The blending bar also benefits retailers indirectly by increasing foot traffic and time spent in the store which leads to sales of unrelated merchandise ," she added. Colorlab also offers prepackaged "Make-Your-Own-Kits" that allow consumers to create cosmetics at home. Suggested retail ranges from \$24 to \$28.

SKIN SMARTS

Skin care is a big issue for...

19/3,K/7 (Item 5 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2007 ProQuest Info&Learning. All rts. reserv.

00726356 93-75577

Identifying and Developing Referral Channels

Herriott, Scott R.

Management Decision v30n1 PP: 4-9 1992

ISSN: 0025-1747 JRNL CODE: MGD

WORD COUNT: 4633

...TEXT: might find that referrals could be managed in such a way without a formal agreement. Referrals between competing hardware stores, occurring when one of them is out of stock of an item, might likewise evolve if both parties have similar and independent stock-out probabilities.

When the system is not symmetric, however, the referrer has the advantage and may be able to extract a financial gain from that position.

Another case where little formal management appears to be needed is the channel between a seller and a VAR or service provider (the fifth taxon above). The referrer has a natural incentive to refer callers to the referee, since that generates sales of his own product.

PROMOTION TO THE REFERRERS

Many referees take advantage of the referrer's basic desire to create goodwill among his own customers. The successful transmission firm in our example seemed to have established its dominant position by...

19/3,K/14 (Item 5 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2007 The Gale Group. All rts. reserv.

12573981 SUPPLIER NUMBER: 65194624 (USE FORMAT 7 OR 9 FOR FULL TEXT)
ebizmix.com Strengthens Position as Top Provider of Services for
Independent Specialty Retailers.

Business Wire, 0367

Sept 13, 2000

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 746 LINE COUNT: 00068

... interested in developing gift and tabletop business in the United States. Industry Advisors develops comprehensive recommendations on making organizational improvements based on market research and analysis of client firms. Industry Advisors also assist clients on effective follow-through of recommendations. Areas of expertise include operations, staffing, sales, merchandising, management, advertising, public relations, market research, and product development. Industry Advisors currently manages the GAA.

About the Gift Association of America

Founded in 1952, GAA is the oldest and largest trade association comprised...

19/3,K/20 (Item 11 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2007 The Gale Group. All rts. reserv.

05456092 SUPPLIER NUMBER: 11258108 (USE FORMAT 7 OR 9 FOR FULL TEXT)
How to be a complete seller: the key is to look beyond the obvious.

(Industrial distribution)(Strictly for Sales)(columna)

Monoky, John F.

Industrial Distribution, v80, n12, p45(1)

Sept 15, 1991

DOCUMENT TYPE: column

ISSN: 0019-8153

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 632 LINE COUNT: 00048

... distributor salesperson is that there may be times when good business sense dictates that you **recommend** a competitor's product. This loss of an immediate sale may **result** in the building of a long-term **client** with significantly greater **rewards**. I believe that in the long your customer will appreciate that you put the welfare...

19/3,K/22 (Item 2 from file: 275)

DIALOG(R) File 275:Gale Group Computer DB(TM)

(c) 2007 The Gale Group. All rts. reserv.

01148915 SUPPLIER NUMBER: 00628398

The Unused Persuader.

Herbert, W.

Computer-Electronic Services News, v5, n5, p18

June, 1985

DOCUMENT TYPE: editorial

ISSN: 0744-1584

LANGUAGE: ENGLISH

RECORD TYPE: ABSTRACT

...ABSTRACT: an order. In the computer service industry, the technician often acts as a salesman by **recommending products** that can increase productivity, reduce down-time or save the **customer** money. Sales of accessories or services usually **generate** from fifty to 100 percent profit, and **selling** a customer a product that **benefits** him enhances the **seller's** image.

19/6/1 (Item 1 from file: 9)
03100434 Supplier Number: 106030170 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Product & Service.
July 28, 2003
WORD COUNT: 321

19/6/2 (Item 2 from file: 9)
03047101 Supplier Number: 102269618 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Teen talk: marketers try to entice the teen consumer, a mercurial market
with money to spend. (Teen Market).
April 2003
WORD COUNT: 1345

19/6/3 (Item 1 from file: 15)
02217010 78497028
USE FORMAT 7 OR 9 FOR FULL TEXT
An exploratory study of sales force automation practices: Expectations and
realities
Spring 2001 LENGTH: 9 Pages
WORD COUNT: 6139

19/6/4 (Item 2 from file: 15)
02146810 70435562
Customer referral management: Optimal reward programs
Winter 2001

19/6/5 (Item 3 from file: 15)
00878528 95-27920
USE FORMAT 7 OR 9 FOR FULL TEXT
Studies show the customer buys Wal-Mart image
Jun 20, 1994 LENGTH: 2 Pages
WORD COUNT: 693

19/6/6 (Item 4 from file: 15)
00729814 93-79035
USE FORMAT 7 OR 9 FOR FULL TEXT
More profits from business-to-business mail
May 1993 LENGTH: 3 Pages
WORD COUNT: 2005

19/6/7 (Item 5 from file: 15)
00726356 93-75577
USE FORMAT 7 OR 9 FOR FULL TEXT
Identifying and Developing Referral Channels
1992 LENGTH: 6 Pages
WORD COUNT: 4633

19/6/8 (Item 6 from file: 15)
00472966 89-44753
Broker: Too Much Stress on Rates in Annuity Sales
Nov 20, 1989 LENGTH: 2 Pages

19/6/9 (Item 7 from file: 15)
00427401 88-44234
The Secrets of the Pyramid
Sep 1988 LENGTH: 2 Pages

19/6/10 (Item 1 from file: 148)
0019714725 SUPPLIER NUMBER: 53413402 (USE FORMAT 7 OR 9 FOR FULL
TEXT)
**BAAN: Baan Front Office Systems delivers next generation of front-to-back
office integration.**
Nov 17, 1998
WORD COUNT: 1324 LINE COUNT: 00117

19/6/11 (Item 2 from file: 148)
15865471 SUPPLIER NUMBER: 102269618 (USE FORMAT 7 OR 9 FOR FULL TEXT
)
**Teen talk: marketers try to entice the teen consumer, a mercurial market
with money to spend. (Teen Market).**
April-May, 2003
WORD COUNT: 1476 LINE COUNT: 00120

19/6/12 (Item 3 from file: 148)
15244176 SUPPLIER NUMBER: 94816353 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**FordDirect Launches DealerDirect Internet Service for Lincoln Mercury
Dealers.**
Dec 3, 2002
WORD COUNT: 423 LINE COUNT: 00040

19/6/13 (Item 4 from file: 148)
13986438 SUPPLIER NUMBER: 79591502 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Toward a Cooperative View of MNC-Host Government Relations: Building Blocks
and Performance Implications.(multinational corporation)**
Fall, 2001
WORD COUNT: 8562 LINE COUNT: 00832

19/6/14 (Item 5 from file: 148)
12573981 SUPPLIER NUMBER: 65194624 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**ebimix.com Strengthens Position as Top Provider of Services for
Independent Specialty Retailers.**
Sept 13, 2000
WORD COUNT: 746 LINE COUNT: 00068

19/6/15 (Item 6 from file: 148)
11499241 SUPPLIER NUMBER: 57560757 (USE FORMAT 7 OR 9 FOR FULL TEXT)
McAfee.com Partners With LinkShare to Launch Affiliate Marketing Program.
Nov 15, 1999
WORD COUNT: 791 LINE COUNT: 00071

19/6/16 (Item 7 from file: 148)
10893140 SUPPLIER NUMBER: 54073301 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Bridging the customer service gap.
Feb, 1999
WORD COUNT: 1897 LINE COUNT: 00167

19/6/17 (Item 8 from file: 148)
07572845 SUPPLIER NUMBER: 15850349 (USE FORMAT 7 OR 9 FOR FULL TEXT)
After 20 years, the scanning 'fad' has endured. (grocery scanning)
(includes article on self-scanning)

Oct, 1994
WORD COUNT: 2335 LINE COUNT: 00191

19/6/18 (Item 9 from file: 148)
07299948 SUPPLIER NUMBER: 15528335 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Studies show the customer buys Wal-Mart image. (Company Profile)

June 20, 1994
WORD COUNT: 757 LINE COUNT: 00058

19/6/19 (Item 10 from file: 148)
06509769 SUPPLIER NUMBER: 14465811 (USE FORMAT 7 OR 9 FOR FULL TEXT)
More profits from business-to-business mail. (Creative Strategies)

May, 1993
WORD COUNT: 2299 LINE COUNT: 00184

19/6/20 (Item 11 from file: 148)
05456092 SUPPLIER NUMBER: 11258108 (USE FORMAT 7 OR 9 FOR FULL TEXT)
How to be a complete seller: the key is to look beyond the obvious.

(industrial distribution) (Strictly for Sales) (column)

Sept 15, 1991
WORD COUNT: 632 LINE COUNT: 00048

19/6/21 (Item 1 from file: 275)
01461768 SUPPLIER NUMBER: 11624876 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Cabletron becomes an IBM business partner.

Dec 13, 1991
WORD COUNT: 224 LINE COUNT: 00018

19/6/22 (Item 2 from file: 275)
01148915 SUPPLIER NUMBER: 00628398
The Unused Persuader.
June, 1985

? show files;ds
 File 16:Gale Group PROMT(R) 1990-2007/Mar 05
 (c) 2007 The Gale Group
 File 160:Gale Group PROMT(R) 1972-1989
 (c) 1999 The Gale Group
 File 613:PR Newswire 1999-2007/Mar 06
 (c) 2007 PR Newswire Association Inc
 File 621:Gale Group New Prod.Annou.(R) 1985-2007/Feb 23
 (c) 2007 The Gale Group
 File 624:McGraw-Hill Publications 1985-2007/Mar 06
 (c) 2007 McGraw-Hill Co. Inc
 File 636:Gale Group Newsletter DB(TM) 1987-2007/Mar 05
 (c) 2007 The Gale Group

 File 634:San Jose Mercury Jun 1985-2007/Mar 04
 (c) 2007 San Jose Mercury News
 File 610:Business Wire 1999-2007/Mar 06
 (c) 2007 Business Wire.
 File 810:Business Wire 1986-1999/Feb 28
 (c) 1999 Business Wire
 File 813:PR Newswire 1987-1999/Apr 30
 (c) 1999 PR Newswire Association Inc

Set	Items	Description
S1	11529350	CONSUMER OR CONSUMERS OR REFERRER OR REFERRERS OR PATRON OR PATRONS OR CUSTOMER OR CUSTOMERS OR CLIENT OR CLIENTS OR PARTICIPANT OR PARTICIPANTS OR PARTICIPAT?R OR PARTICIPAT?RS OR - SHOPPER OR SHOPPERS OR INDIVIDUAL OR INDIVIDUALS
S2	5445258	REFER OR REFERAL OR REFERR??? OR REFERS OR REFERRALS OR SUGGEST??? OR SUGGESTIONS OR PROPOS??? OR RECOMMEND? OR REQUEST? - ??
S3	16010958	MERCHANDISE OR GOODS OR WARES OR ITEM OR ITEMS OR PRODUCT - OR PRODUCTS OR ARTICLE OR ARTICLES OR THING OR THINGS OR OBJECT OR OBJECTS
S4	13047133	RETAILER OR STORE OR SHOP OR MARKET OR SUPPLIER OR MERCHANT OR DEALER OR VEND?R OR PROVIDER OR SELLER OR MERCHANTISER OR DISTRIBUT?R
S5	13504965	RESULT??? OR CONSEQUENT?? OR OUTCOME OR OUTCOMES OR ENSUE - OR ENSUES OR ENSUING OR FOLLOW??? OR GENERATE? ? OR GENERATING OR LEAD OR LEADS OR CAUS???
S6	9428880	SALE OR SALES OR SELLING
S7	38123	S1(5N)S2(5N)S3
S8	4406	S4(10N)S7
S9	15427	(S5(5N)S6)(10N)(INCENTIVE OR INCENTIVES OR BONUS?? OR REWARD??? OR BENEFIT OR BENEFITS OR AWARD??? OR PRIZE OR PRIZES OR GIFT OR GIFTS OR KICKBACK OR KICKBACKS)
S10	0	S8(S)S9
S11	342764	S2(5N)(S3 OR S4)
S12	66	S9(S)S11
S13	56	S9(20N)S11
S14	44	S13 NOT PY>2003
S15	44	S14 NOT PD=20031214:20070430
S16	28	RD (unique items)

16/3,K/18 (Item 1 from file: 613)
DIALOG(R)File 613:PR Newswire
(c) 2007 PR Newswire Association Inc. All rts. reserv.

00634306 20010829HSW013 (USE FORMAT 7 FOR FULLTEXT)
**Polar Design Announces Deployment of Innovative Internet Marketing Presence
And Content Management Solution for Client**
PR Newswire
Wednesday, August 29, 2001 13:35 EDT
JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 398

...components from Polar Design.

Polar Design also provided custom software development services,
converting legacy online product request software from a Microsoft to
Unix
environment and extending the entire system to provide a comprehensive
sales
lead administration system.

About Polar Design
Polar Design delivers award winning graphic design, multimedia, rich
media
advertising, as well as a complete range of web...

16/3,K/20 (Item 2 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2007 The Gale Group. All rts. reserv.

05525167 Supplier Number: 99372808 (USE FORMAT 7 FOR FULLTEXT)
Product Profiles.
Trailer/Body Builders, v44, n5, pNA
March 1, 2003
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 3086

... offering to provide marketing support for TruckSkins installed on
dealer-owned demo trucks. If a dealer refers five of its customers to
TruckSkin and they result in sales, TruckSkin will provide additional
benefits to the dealer.

Beginning in October 2002, every newly manufactured Morgan truck van
body has...

16/3,K/25 (Item 1 from file: 610)
DIALOG(R)File 610:Business Wire
(c) 2007 Business Wire. All rts. reserv.

00674477 20020305064B8445 (USE FORMAT 7 FOR FULLTEXT)
Dealix Announces Triple-Threat Referral System for Automotive Retailers
Business Wire
Tuesday, March 5, 2002 08:06 EST
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 335

TEXT:

...match their selling strategy.

Other lead providers offer dealers non-configurable, one-size-fits-all sales

leads . Dealix clients benefit from a much more powerful and flexible referral

system. Since every auto retailer has an unique Internet marketing strategy,

the Triple-Threat System allows dealers to receive sales...

16/6/1 (Item 1 from file: 16)
10787277 Supplier Number: 107279330 (USE FORMAT 7 FOR FULLTEXT)
ODDS & ENDS.
Sept, 2003
Word Count: 328

16/6/2 (Item 2 from file: 16)
10434005 Supplier Number: 96675899 (USE FORMAT 7 FOR FULLTEXT)
A dozen ideas on trade: NAM shares its plan with Bush. (Imports,
Exports). (National Association of Manufacturers, includes article on
France award to Timken)
May, 2001
Word Count: 594

16/6/3 (Item 3 from file: 16)
09472102 Supplier Number: 83317893 (USE FORMAT 7 FOR FULLTEXT)
Cross-sell opportunity: Add DI to the long term disability sale. (disability
income insurance sales to small businesses) (Brief Article) (Statistical
Data Included)
Feb 25, 2002
Word Count: 591

16/6/4 (Item 4 from file: 16)
09403845 Supplier Number: 82299484 (USE FORMAT 7 FOR FULLTEXT)
Motivational moolah: What every financial services institution needs to
know about sales and service incentive compensation. (Fundamentals).
Jan-Feb, 2002
Word Count: 1966

16/6/5 (Item 5 from file: 16)
09351185 Supplier Number: 81791706 (USE FORMAT 7 FOR FULLTEXT)
E-transforming health insurance: by reducing costs and speeding
transactions, the Internet and related technologies are having a
significant impact on the health insurance business. (Virtual
Roundtable). (Weh-Tih Cheng, Aetna)
Jan, 2002
Word Count: 1425

16/6/6 (Item 6 from file: 16)
08388752 Supplier Number: 71177973 (USE FORMAT 7 FOR FULLTEXT)
Sierra Wireless Equips Channel Partners with Tools to Lead the Wireless
Data Market.
March 5, 2001
Word Count: 417

16/6/7 (Item 7 from file: 16)
06823603 Supplier Number: 57760250 (USE FORMAT 7 FOR FULLTEXT)
Efficient ISPs launch VAR program. (Company Business and Marketing)
Nov 22, 1999
Word Count: 474

16/6/8 (Item 8 from file: 16)
06529623 Supplier Number: 55314604 (USE FORMAT 7 FOR FULLTEXT)

CBSI Helps Leading Computer Reseller Win Prestigious E-Business Awards.
August 2, 1999
Word Count: 569

16/6/9 (Item 9 from file: 16)
06237899 Supplier Number: 54309741 (USE FORMAT 7 FOR FULLTEXT)
And Then the Computer Said ...
March, 1999
Word Count: 1987

16/6/10 (Item 10 from file: 16)
06095643 Supplier Number: 53646754 (USE FORMAT 7 FOR FULLTEXT)
NEW JERSEY HEARS MIXED REACTION TO LOW EMISSION GASOLINE PROPOSAL.
Jan 25, 1999
Word Count: 1194

16/6/11 (Item 11 from file: 16)
05887021 Supplier Number: 53077968 (USE FORMAT 7 FOR FULLTEXT)
MACELABS Expands to Full-Service Testing Facility.
Oct 12, 1998
Word Count: 579

16/6/12 (Item 12 from file: 16)
05841760 Supplier Number: 50354182 (USE FORMAT 7 FOR FULLTEXT)
To Avoid Litigation, Scrutinize Your Securities Sales Practices
Oct 15, 1998
Word Count: 731

16/6/13 (Item 13 from file: 16)
05709251 Supplier Number: 50168532 (USE FORMAT 7 FOR FULLTEXT)
IBM Offers Customers Wide Range of New E-commerce Functions.
July 15, 1998
Word Count: 1872

16/6/14 (Item 14 from file: 16)
05550050 Supplier Number: 48411200 (USE FORMAT 7 FOR FULLTEXT)
Peregrine Systems(R) Launches Global Business Partner Alliance
April 7, 1998
Word Count: 962

16/6/15 (Item 15 from file: 16)
04950232 Supplier Number: 47275112 (USE FORMAT 7 FOR FULLTEXT)
miro Announces miroADVANTAGE VAR Program.
April 7, 1997
Word Count: 582

16/6/16 (Item 16 from file: 16)
04581926 Supplier Number: 46735755 (USE FORMAT 7 FOR FULLTEXT)
SQA announces expanded SQA Enterprise Partner Program with new options and increased benefits; New program offers innovative partnership opportunities in Automated Software Quality (ASQ) industry; SQA's Web Site features dedicated support for partners.

Sept 24, 1996
Word Count: 1080

16/6/17 (Item 1 from file: 160)
00507841
Use media planning as a model for sales calls.
October, 1979

16/6/18 (Item 1 from file: 613)
00634306 20010829HSW013 (USE FORMAT 7 FOR FULLTEXT)
Polar Design Announces Deployment of Innovative Internet Marketing Presence
And Content Management Solution for Client
Wednesday, August 29, 2001 13:35 EDT
WORD COUNT: 398

16/6/19 (Item 1 from file: 636)
05561571 Supplier Number: 102344373 (USE FORMAT 7 FOR FULLTEXT)
Restaurant Trends bode well for uniform sales.
June 1, 2003
Word Count: 2629

16/6/20 (Item 2 from file: 636)
05525167 Supplier Number: 99372808 (USE FORMAT 7 FOR FULLTEXT)
Product Profiles.
March 1, 2003
Word Count: 3086

16/6/21 (Item 3 from file: 636)
03924148 Supplier Number: 50163794 (USE FORMAT 7 FOR FULLTEXT)
-IBM: IBM offers customers wide range of new e-commerce function
July 16, 1998
Word Count: 1849

16/6/22 (Item 4 from file: 636)
03280892 Supplier Number: 46735966 (USE FORMAT 7 FOR FULLTEXT)
SQA: SQA announces expanded SQA Enterprise Partner Program with new options
and increased benefits
Sept 24, 1996
Word Count: 1102

16/6/23 (Item 5 from file: 636)
02976139 Supplier Number: 46065726 (USE FORMAT 7 FOR FULLTEXT)
NOKIA OUTFITS HANDSETS WITH AUTHENTICATION KEY
Jan 15, 1996
Word Count: 152

16/6/24 (Item 6 from file: 636)
02950336 Supplier Number: 46003726 (USE FORMAT 7 FOR FULLTEXT)
EVEREST: Everest puts virtual organisation at sales team's fingertips
Dec 13, 1995
Word Count: 909

16/6/25 (Item 1 from file: 610)
00674477 20020305064B8445 (USE FORMAT 7 FOR FULLTEXT)
Dealix Announces Triple-Threat Referral System for Automotive Retailers
Tuesday, March 5, 2002 08:06 EST
WORD COUNT: 335

16/6/26 (Item 1 from file: 810)
0895739 BW0143

ARDEN GROUP INC: Arden Group Inc. Announces Financial Results
August 18, 1998

16/6/27 (Item 1 from file: 813)
1262133 SFTU054
Acer Takes 'Channel Champion' High-Ground

DATE: April 21, 1998
WORD COUNT: 1,061

16/6/28 (Item 2 from file: 813)
0739135 SJ005
REMEDY EXPANDS VAR CHANNEL AND LAUNCHES NEW PROGRAM; REMEDY CORPORATION
COURTS VARS FOR LEADING HELP DESK APPLICATION

DATE: September 6, 1994
WORD COUNT: 613

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File 492:Arizona Repub/Phoenix Gaz 19862002/Jan 06
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(c) 2007 Scripps Howard News
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(c) 2007 The Miami Herald Publishing Co.
File 703:USA Today 1989-2007/Mar 05
(c) 2007 USA Today
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(c) 2007 The Oregonian
File 713:Atlanta J/Const. 1989-2007/Mar 05
(c) 2007 Atlanta Newspapers
File 714:(Baltimore) The Sun 1990-2007/Mar 03
(c) 2007 Baltimore Sun
File 715:Christian Sci.Mon. 1989-2007/Mar 06
(c) 2007 Christian Science Monitor
File 725:(Cleveland)Plain Dealer Aug 1991-2007/Mar 05
(c) 2007 The Plain Dealer
File 735:St. Petersburg Times 1989- 2007/Mar 04
(c) 2007 St. Petersburg Times
File 476:Financial Times Fulltext 1982-2007/Mar 06
(c) 2007 Financial Times Ltd
File 477:Irish Times 1999-2007/Mar 06
(c) 2007 Irish Times
File 710:Times/Sun.Times(London) Jun 1988-2007/Mar 03
(c) 2007 Times Newspapers
File 711:Independent(London) Sep 1988-2006/Dec 12
(c) 2006 Newspaper Publ. PLC
File 756:Daily/Sunday Telegraph 2000-2007/Mar 06
(c) 2007 Telegraph Group
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SHOPPER OR SHOPPERS OR INDIVIDUAL OR INDIVIDUALS

S2 7655571 REFER OR REFERRAL OR REFERR??? OR REFERS OR REFERRALS OR SUG-
 GEST??? OR SUGGESTIONS OR PROPOS??? OR RECOMMEND? OR REQUEST?-
 ??
 S3 11892454 MERCHANDISE OR GOODS OR WARES OR ITEM OR ITEMS OR PRODUCT -
 OR PRODUCTS OR ARTICLE OR ARTICLES OR THING OR THINGS OR OBJE-
 CT OR OBJECTS
 S4 7219576 RETAILER OR STORE OR SHOP OR MARKET OR SUPPLIER OR MERCHANT
 OR DEALER OR VEND?R OR PROVIDER OR SELLER OR MERCHANTISER OR
 DISTRIBUT?R
 S5 13319312 RESULT??? OR CONSEQUENT?? OR OUTCOME OR OUTCOMES OR ENSUE -
 OR ENSUES OR ENSUING OR FOLLOW??? OR GENERATE? ? OR GENERATING
 OR LEAD OR LEADS OR CAUS???
 S6 5027706 SALE OR SALES OR SELLING
 S7 6036866 INCENTIVE OR INCENTIVES OR BONUS?? OR REWARD??? OR BENEFIT
 OR BENEFITS OR AWARD??? OR PRIZE OR PRIZES OR GIFT OR GIFTS OR
 KICKBACK OR KICKBACKS
 S8 17076 S1(5N)S2(5N)S3
 S9 1777 S4(10N)S8
 S10 4525 S7(10N)(S5(5N)S6)
 S11 1 S9(S)S10
 S12 484988 S2(10N)(S3 OR S4)
 S13 40 S10(S)S12 /
 S14 32 S13 NOT PY>2003
 S15 32 S14 NOT PD=20031214:20070430
 S16 31 RD (unique items)

16/3,K/16 (Item 4 from file: 13)
DIALOG(R)File 13:BAMP
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00817285 Supplier Number: 96305307 (USE FORMAT 7 OR 9 FOR FULLTEXT)
What determines buyer-seller relationship quality? An investigation from the buyer's perspective.

Journal of Supply Chain Management, v 38, n 2, p 4
March 2002
DOCUMENT TYPE: Journal ISSN: 1055-6001 (United States)
LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 5732

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...may also need to feel that the sales representative's organization can provide them with **benefits** and that the organizations are pursuing mutual goals.

While the **results** of this study may help **sales** managers to develop better customer relationships, this study may also help buyers to better evaluate their **supplier** relationships. The criteria **suggested** here could be used to improve relationships with existing suppliers or to choose new suppliers...

16/3,K/22 (Item 10 from file: 13)
DIALOG(R)File 13:BAMP
(c) 2007 The Gale Group. All rts. reserv.

00545840 Supplier Number: 23911952 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Taking Care of the Back End
(Three tools given to help marketers, especially those in the IT industries, continuously analyze their markets, customers and prospects)

Article Author(s): Woods, Tom
Marketing Computers, v XVII, n 6, p 56-58
June 1997
DOCUMENT TYPE: Journal; Guideline ISSN: 8750-1848 (United States)
LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1036

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...sales generated from marketing campaigns.

In order to close the loop on marketing programs, we **recommend** two basic approaches. First, design **incentives** (cash awards, **product** discounts, etc.) to encourage field **sales** and channel partners to complete **lead** status reports and religiously import the data into the response management database. Also, perform selected...

16/3,K/23 (Item 11 from file: 13)
DIALOG(R)File 13:BAMP
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00514510 Supplier Number: 23659507 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Calling In the Sales Doctors
(The concept of Cohen Brown Management Group is that bankers need a process
to follow concerning selling to achieve a behavioral change)
Article Author(s): Milligan, John W
US Banker, v 106, n 10, p 51-52,55
October 1996
DOCUMENT TYPE: Journal ISSN: 0148-8848 (United States)
LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2162

ABSTRACT:

...salespeople obligate a particular amount of time to activities
pertaining to business development. The process **suggests** holding a
15-minute weekly sales meeting where **things** are discussed that can
generate revenue within the next two days. At the end of...

...quick feedback. The process also entails clinic sessions, coaching, and
methods for tracing and quantifying **sales results**. Article discusses
the **benefits** of the Cohen-Brown program to Southern National bank.

16/6/1 (Item 1 from file: 47)
05868878 SUPPLIER NUMBER: 63799862 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Sell Out - Outsource your sales management and close the deal in half the
time. Where do we sign up?(Industry Trend or Event)
Sept 1, 2000
WORD COUNT: 2125 LINE COUNT: 00174

16/6/2 (Item 2 from file: 47)
05449551 SUPPLIER NUMBER: 56057809 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Increasing the efficiency of national export promotion programs: the case
of Norwegian exporters.
Oct, 1998
WORD COUNT: 4886 LINE COUNT: 00415

16/6/3 (Item 3 from file: 47)
04137676 SUPPLIER NUMBER: 15728301 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Primary benefits, secondary benefits, and the evaluation of small business
assistance programs.
July, 1994
WORD COUNT: 5791 LINE COUNT: 00470

16/6/4 (Item 1 from file: 635)
2189224 78999772
Polar Design Announces Deployment of Innovative Internet Marketing Presence
And Content Management Solution for Client
Aug 29, 2001
WORD COUNT: 392

16/6/5 (Item 2 from file: 635)
2116666 62963300
TAKING A HARD LINE / PG&E Insists ratepayers pick up \$3 billion tab for
deregulated electricity
Oct 27, 2000
WORD COUNT: 1,175

16/6/6 (Item 3 from file: 635)
0596559 95-52675
PNC's sales incentive program proving profitable
PUBL DATE: 950428
WORD COUNT: 645

16/6/7 (Item 1 from file: 570)
02310217 Supplier Number: 91076943 (USE FORMAT 7 FOR FULLTEXT)
Patagonia, Winter 2001.(Brief Article)
Sept 1, 2002
Word Count: 531

16/6/8 (Item 2 from file: 570)
02201267 Supplier Number: 83317893 (USE FORMAT 7 FOR FULLTEXT)
Cross-sell opportunity: Add DI to the long term disability sale.(disability
income insurance sales to small businesses)(Brief Article)(Statistical
Data Included)
Feb 25, 2002

Word Count: 591

16/6/9 (Item 3 from file: 570)
02192240 Supplier Number: 82299484 (USE FORMAT 7 FOR FULLTEXT)
Motivational moolah: What every financial services institution needs to
know about sales and service incentive compensation. (Fundamentals).
Jan-Feb, 2002
Word Count: 1966

16/6/10 (Item 4 from file: 570)
02136438 Supplier Number: 78364053 (USE FORMAT 7 FOR FULLTEXT)
Browser-Based CRM Tool Endorsed by ABA.
Nov, 2000
Word Count: 163

16/6/11 (Item 5 from file: 570)
01829255 Supplier Number: 58043448 (USE FORMAT 7 FOR FULLTEXT)
In Brief: Net.Bank Rewarding Referrals with Prizes. (Brief Article)
Dec 6, 1999
Word Count: 132

16/6/12 (Item 6 from file: 570)
01716540 Supplier Number: 54479606 (USE FORMAT 7 FOR FULLTEXT)
Logic Annual Meeting Is a Hit.
August, 1998
Word Count: 333

16/6/13 (Item 1 from file: 13)
00870794 Supplier Number: 107279330 (USE FORMAT 7 OR 9 FOR FULLTEXT)
ODDS & ENDS.
September 2003
WORD COUNT: 296

16/6/14 (Item 2 from file: 13)
00863580 Supplier Number: 105786589 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Salesforce compensation scheme and consumer inferences.
May 2003
WORD COUNT: 10659

16/6/15 (Item 3 from file: 13)
00852156 Supplier Number: 102344373 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Restaurant Trends bode well for uniform sales.
June 01, 2003
WORD COUNT: 2367

16/6/16 (Item 4 from file: 13)
00817285 Supplier Number: 96305307 (USE FORMAT 7 OR 9 FOR FULLTEXT)
What determines buyer-seller relationship quality? An investigation' from
the buyer's perspective.
March 2002
WORD COUNT: 5732

16/6/17 (Item 5 from file: 13)
00774703 Supplier Number: 25152111 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Cross-sell opportunity: Add DI to the long term disability sale.
February 25, 2002
WORD COUNT: 540

16/6/18 (Item 6 from file: 13)
00766981 Supplier Number: 25094349 (USE FORMAT 7 OR 9 FOR FULLTEXT)
E-transforming health insurance: by reducing costs and speeding transactions, the Internet and related technologies are having a significant impact on the health insurance business. (Virtual Roundtable)
January 2002
WORD COUNT: 1294

16/6/19 (Item 7 from file: 13)
00734848 Supplier Number: 24807862 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Taming a Multitasking Employee by Speaking His Language
April 2001
WORD COUNT: 1518

16/6/20 (Item 8 from file: 13)
00623298 Supplier Number: 25404293 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Today's Teller Embodies banking's Evolution
August 24, 1999
WORD COUNT: 613

16/6/21 (Item 9 from file: 13)
00590631 Supplier Number: 24417125 (USE FORMAT 7 OR 9 FOR FULLTEXT)
To Avoid Litigation, Scrutinize Your Securities Sales Practices
October 15, 1998
WORD COUNT: 701

16/6/22 (Item 10 from file: 13)
00545840 Supplier Number: 23911952 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Taking Care of the Back End
June 1997
WORD COUNT: 1036

16/6/23 (Item 11 from file: 13)
00514510 Supplier Number: 23659507 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Calling In the Sales Doctors
October 1996
WORD COUNT: 2162

16/6/24 (Item 1 from file: 471)
04094640 317624010309
METRO BRIEFING
Friday March 9 2001
Word Count: 1139

16/6/25 (Item 2 from file: 471)
02255743 584622901211
Ford Curbs Customer Rebates
Tuesday December 11 1990
Word Count: 832

16/6/26 (Item 1 from file: 631)
07246017
MORE WARNINGS ABOUT SHARKS CALLED PLANNERS
THURSDAY, September 2, 1993
Word Count: 1,367

16/6/27 (Item 1 from file: 640)
10801169
TAKING A HARD LINE PG&E INSISTS RATEPAYERS PICK UP \$3 BILLION TAB FOR
DEREGULATED ELECTRICITY
FRIDAY, October 27, 2000
Word Count: 1,160

16/6/28 (Item 1 from file: 702)
04611660
STEADY PERFORMANCE BOOSTS CLOROX
FRI AUG 05 1988
Word Count: 600

16/6/29 (Item 1 from file: 476)
0006519051 BOCCNAEACOPT
Finance & The Family (The Budget and You): Beware the 'quick buck' hard
sell - Business expansion scheme
Saturday, March 14, 1992
Word Count: 1,168

16/6/30 (Item 1 from file: 756)
00212518 538304007 (USE FORMAT 7 FOR FULLTEXT)
Sandler shouldn't be a pipe dream - but it feels like one
Sunday, July 20, 2003
WORD COUNT: 565

16/6/31 (Item 2 from file: 756)
00142432 623526167 (USE FORMAT 7 FOR FULLTEXT)
Forget it boys: you won't pin this one on the President
Sunday, July 14, 2002
WORD COUNT: 1,245



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